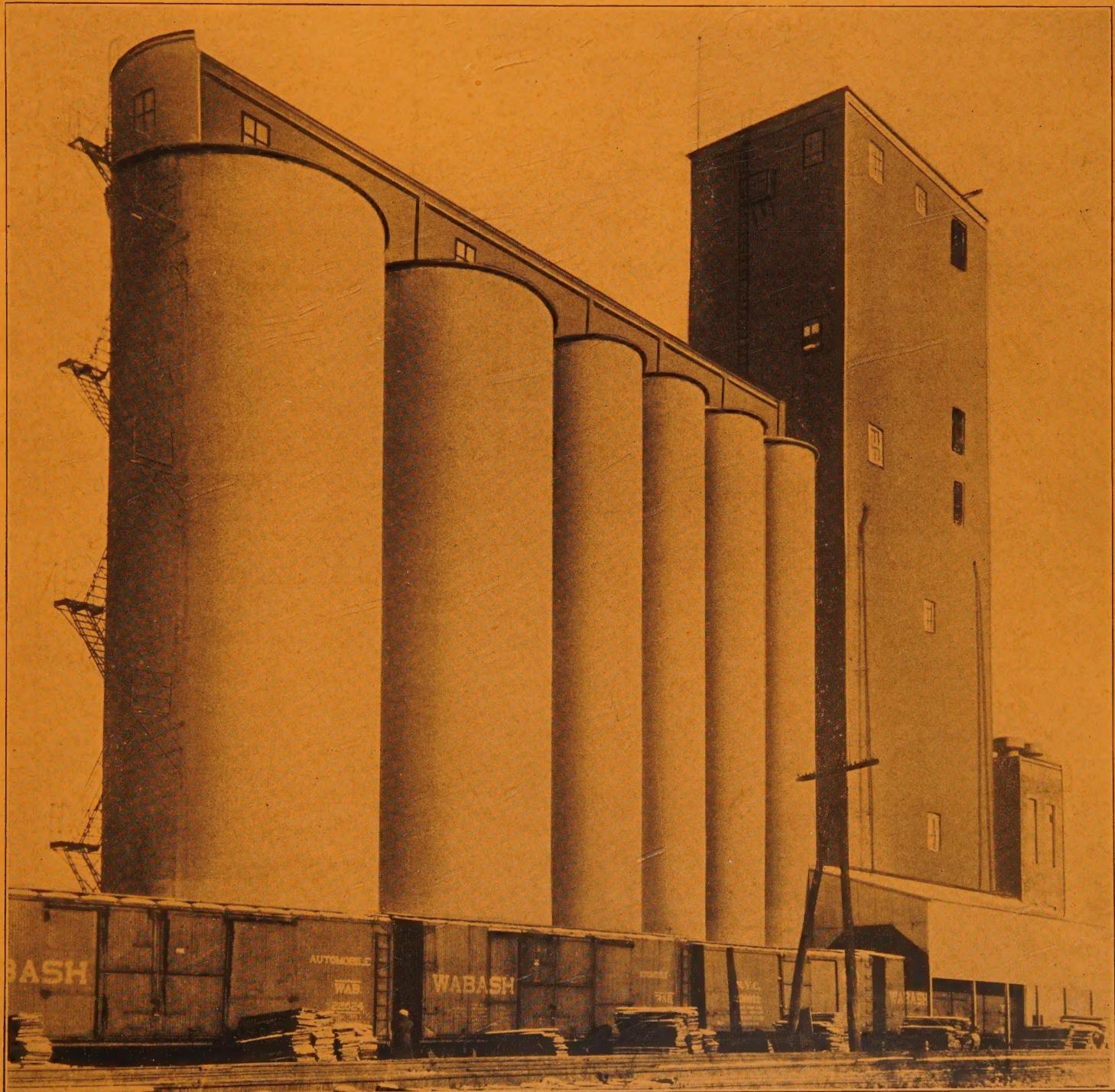


# GRAIN DEALERS JOURNAL

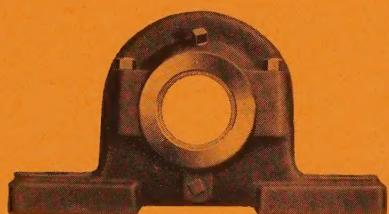
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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

## AMARILLO, TEXAS.

Barefield Grain Co., grain, hay, field seeds.\*  
Beasley Grain Co., J. N., grain and seeds.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Great West Mill & Elevr. Co., millers, grain dlr.\*  
Harden-King Co., millers and grain dealers.\*  
Henderson Grain Co., grain merchants.  
Kearns Grain & Seed Co., grain, field seeds.\*  
Panhandle Grain Corp., domestic and export grain.  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*

## ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

## BALTIMORE, MD.

Chamber of Commerce Members.  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*

## BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle-Scholer Co., corn and oats.\*

## BLUFFTON, IND.

Studebaker Grain & Seed Co., grain, hay, seeds.\*

## BUFFALO, N. Y.

Corn Exchange Members.  
Lewis Grain Corporation, consignments.\*  
McKillen, Inc., J. G., consignments.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Feed & Grain Co., Inc., feed and grain.\*

## CAIRO, ILL.

Board of Trade Members.  
Thistlewood & Co., grain and hay.\*

## CEDAR RAPIDS, IOWA.

Piper Grain & Mfg. Co., recvs. & shippers.\*  
Wilder-Murrel Grain Co., track buyers grain and seeds.\*

## CHICAGO, ILL.

Board of Trade Members.  
Bailey & Co., E. W., grain commission merchants.\*  
Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Cahart Code Harwood Co., grain commission.  
Chicago Grain & Salvage Co., salvage grain.  
Clement, Curtis & Co., members all exchanges.\*  
Cross, Roy, & Harris, grain commission.  
Doern-Scarritt-Hannah Co., commission merchants.\*  
Dole & Co., J. H., grain and seeds.\*  
Feehery & Co., E. J., consignments, grain to arrive.\*  
Harris, Winthrop & Co., grain commission.  
Holt & Co., Lowell, commission, grain and seeds.  
Hubbard, Warren & Chandler, stocks, bonds, grain, etc.\*  
Lamson Bros. & Co., consignments solicited.\*  
Logan & Bryan, grain, stocks, provisions.\*  
McKenna & Strasser, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Runsey & Co., grain commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Stratton Grain Co., grain merchants.\*

## CHICKASHA, OKLA.

Goldsmith Grain Co., grain merchants.\*

## CINCINNATI, O.

Board of Trade Members.  
Brown & Co., H. W., grain, hay, feeds.\*  
Cincinnati Grain & Hay Co., recvs and shpns.\*  
Cleveland Grain Co., grain merchants.  
Curris Grain Co., commission.  
De Molet Grain Co., receivers-shippers.  
Early & Daniel Co., recvs-shpns, feed mfrs.\*  
Ferger Bros., Inc., grain, hay, feeds.  
Fitzgerald Bros. Co., recvs-shpns hay-grain.\*  
Granger & Co., Dan B., hay, grain recvs-shpns.\*  
Mutual Commission Co., hay and grain.  
Rumsey & Company, commission merchants.  
Scholl Grain Co., receivers and shippers.\*

## CIRCLEVILLE, OHIO.

Reid, R. P., grain and feed broker.

## CLEVELAND, O.

Grain & Hay Exchange Members.  
Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Shepard, Clark & Co., grain, feed, buckwheat.\*

\*Members Grain Dealers National Association.

## DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.\*  
Doggett Grain Co., wholesale grain.\*  
Finley, W. H., wholesale grain broker.

## DANA, IND.

White, E. O., buyer of all grades salvage grain.

## DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Decatur Grain & Elevr. Co., grain dealers.\*  
Evans Elevator Co., grain merchants.\*  
Hight Elevator Co., grain merchants.

## DELPHOS, OHIO.

Garman Grain Co., The, transit, kiln dried corn.\*

## DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Farmers Union M. & E. Co., millers, grain mchts.\*  
Houltion-Conneli Grain Co., wholesale grain.\*  
Kellogg Grain Co., receivers and shippers.\*  
Rocky Mountain Grain Co., export and domestic grain.\*

## DES MOINES, IA.

Board of Trade Members.

Des Moines Elevator & Grain Co., corn and oats.\*  
Lockwood Grain, Inc., grain merchants.\*

## DETROIT, MICH.

Board of Trade Members.

Caughey Co., Frank T., grain merchants, feed mfrs.\*

## DODGE CITY, KANSAS.

Board of Trade Members.

Christopher & Co., B. C., consignments & futures.\*  
Isely Lbr. Co., The C. C., cane seed, wheat, kafir.\*

## DULUTH, MINN.

Barnes-Ames Co., grain merchants.\*

## ENID, OKLAHOMA.

Grain Exchange Members.

Enid Terminal Elevator Co., public storage.

## FAIRBURY, NEBR.

Callaway, C. B., wholesale grain.\*

## FORT DODGE, IOWA.

Christensen, Geo., grain broker exclusively.

## FORT MORGAN, COLO.

Lieber Grain Co., export & mfg. wheat, coarse grain.\*

## FORT WAYNE, IND.

Egly, C. G., hay, grain, feed salt.

## FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Bailey, Frank, corn, maize, oats, mill feeds.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Clairborne, H. L., mgr. J. S. Bach & Co., futures.  
Collins Grain Co., hay, grain, alfalfa meal.  
Dorsey Grain Co., strictly brokers, consignments.  
Exchange Commission Co., consignments, commission.\*  
Ft. Worth Elvrs. & Whsng. Co., public storage.  
Gladney Grain Co., consignments.  
Kimball Milling Co., grain merchants, pub. storage.  
Ralston Purina Co. of Texas, feed.  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Simons Grain Co., J. A., Texas oats, sorg. specialists.\*  
Smith-Ingraham Grain Co., domestic, expt. consignments.  
Texas Grain & Seed Co., milo, kafir, red oats.\*  
Tillery Grain & Com. Co., export, bkg. consignments.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Universal Mills "Superior Feeds."

## GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.\*

Jockusch, Julius W., grain exporter.\*

Shaw, Thomas F., export grain.\*

## GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.\*

## HOUSTON, TEXAS.

Merchant Exchange Members.

American Maid Flour Mills, mfg. gr., exporters.  
Bache & Co., J. S., stocks, bonds, all commodities.  
Green Grain Co., D. J., c/s meal.\*  
Rothschild Co., S., grain, c/s products, rice b/p.\*  
South Texas Grain Co., grain & feed.\*

## INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain Co., grain commission.\*  
Hart Bros. Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Malbacher Grain Co., C. Wm., grain merchant.\*  
Montgomery Grain Co., F. M., receivers and shippers.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

## KANSAS CITY, MO.

Board of Trade Members.

Davis Grain Co., A. C., grain commission.  
Davis-Hunt Grain Co., consignments, futures.  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Denton Grain Co., Oliver, consignments.\*  
Ernst Davis Commission Co., consignments.\*  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros.-Hart Grain Co., receivers and shippers.\*  
Mid-Continent Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rocky Mountain Grain & Com. Co., consignments.\*  
Scolar-Bishop Grain Co., consignments.\*  
Shannon Grain Co., consignments.\*  
Updike Grain Corp., consignments.  
VanderSlice-Lynds Co., consignments-futures.\*  
Wolcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*  
Wyandotte Elevator Co., grain merchants.\*

## LANSING, MICH.

Chatterton & Son, Michigan grain, hay, beans.\*  
Ryon Grain Co., grain, beans, produce.\*

## LINCOLN, NEB.

Paul, J. M., grain broker.\*

## LITTLE ROCK, ARK.

Grain Exchange Members.

Eggleson Co., brokers-handlers grain and hay.  
Farmer Co., E. L., brokers, grain and mill feed.\*  
Porbeck Bkg. Co., Geo. E., grain feed ingredients.  
Satterwhite Bkg. Co., grain, feedstuffs, grain products.

## LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., recvs., shippers of grain.  
Kentucky Public Elevator Co., storers and shippers.\*  
Thomson Elevator Co., grain dealers.  
Zorn & Co., S., receivers and shippers.\*

## MARYSVILLE, OHIO.

Scott & Sons Co., O. M., soy beans.

## MEMPHIS, TENN.

Merchants Exchange Members.

Anderson, Embrey E., grain merchants.\*  
Buxton, E. E., broker and commission merchant.\*

## MILWAUKEE, WIS.

Chamber of Commerce Members.

Froedtert Grain & Malting Co., recvs. and shippers.\*  
Kamm Co., P. C., grain shippers.\*  
Rankin & Co., M. G., all feeds for mixing.

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Chamber of Commerce Members.

Archer-Daniels-Midland Co., grain dept.\*  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Hallet & Carey Co., grain merchants.  
Hiawatha Grain Co., screenings.\*  
McCaull-Dinsmore Co., grain merchants.\*  
McGuire Company, Arthur, shpns. b'wheat, m'eats.  
Scroggins Grain Co., grain merchants.\*  
Sheffield Elevator Co., shippers of grain.\*  
Sterling Grain Co., choice oats.\*  
Stuhr-Seidl, shippers grain and feed.\*

(Continued on next page.)

# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## NEW YORK CITY

Produce Exchange Members.  
Abel-Whitman Co., Inc., The, grain, feed, bkg.\*

## NORTH PLATTE, NEBR.

Leypoldt Co., D. M., whse. shpr. hay, seeds, gr. broks.

## OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Cowen Grain Co., grain, mill feed, seeds, hay.\*  
Hardeman-King Co., millers, grain dealers.\*  
Marshall-Masters Grain Co., gr., seeds, mill feeds, hay.  
Mid-State Grain Co., The, grain & feed mchts.  
Winters Grain Co., grain merchants.

## OMAHA, NEBR.

Grain Exchange Members.  
Butler-Welsh Grain Co., milling wheat and corn.\*  
Crewell Elevator Co., receivers, shippers.\*  
Lacke-Gibbs Grain Co., consignments.\*  
Ecuador-Bishop Grain Co., wheat, corn, oats.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Updike Grain Co., milling wheat.\*

## PEORIA, ILL.

Board of Trade Members.

Bowen Grain Co., H. D., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Runsey, Moore & Co., consignments.\*

\*Members Grain Dealers National Association.

## PHILADELPHIA, PA.

Commercial Exchange Members.  
Markley, P. R., grain broker.\*

Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

Tidewater Grain Co., revrs., shpr., exporters.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

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McCague, Ltd., R. S., grain, hay.\*

Rogers & Co., Geo. E. receivers-shippers.\*

Stewart & Co., Jesse G., grain and mill feed.\*

Walton Co., Sam W., receivers and shippers.\*

## POCATELLO, IDAHO

Northern Grain Whse. & Mktg. Co., grain merchants.

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

Grain Exchange Members.

Gordon Grain Co., grain commission.\*

## SALINA, KAN.

Branson Co., Ted, wheat, corn, oats, kafr, hay.\*

## SAN ANTONIO, TEX.

King, Douglas W., carlot distrbr., hay, grain, seeds.\*

## SPokane, WASH.

Boyd-Conlee Co., specialize in soft wheats.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.\*

Langenberg Bros. Grain Co., grain commission.\*

Martin Grain Co., grain commission.\*

Geo. C. Martin Co., grain commission.\*

## ST. LOUIS, MO. (Continued).

Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*  
Schwarz Grain Co., receivers and shippers.\*

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.  
Custenborder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IA.

Board of Trade Members.  
Western Terminal Elevator Co., receivers and shippers.\*

## TOLEDO, O.

Produce Exchange Members.

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Southworth & Co., grain and seeds.\*  
Wickenheiser & Co., John, grain receivers, shippers.\*

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## WICHITA, KANS.

Board of Trade Members.

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Baker Grain Co., The A. F., wheat, corn, oats, kafr.\*  
Blood Grain Co., I. H., receivers and shippers.\*  
Kelly Grain Co., Edw., mlg. wheat a specialty.\*  
Wallingford Grain Co., field seeds, Kafr, milo.\*  
Wichita Terminal Elvtr. Co., general elvtr. business.\*

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Grain Merchants.

**Currus Grain Co.,**  
Commission.

**De Molet Grain Co.,**  
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**The Early & Daniel Co.,**  
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**Ferger Bros., Inc.,**  
Grain, Hay and Feeds.

**The Fitzgerald Bros. Co.,**  
Receivers and Shippers Grain and Hay.

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**The Mutual Commission Co.,**  
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309 So. La Salle St. Chicago, Ill.

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Board of Trade  
Members

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Members

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Postal Telegraph Building, Chicago  
**GRAIN COMMISSION**  
We Specialize in Hedging and Spreading Operations  
Between Terminal Grain Markets

**Rosenbaum Grain Corporation**  
POSTAL TELEGRAPH BUILDING  
Cash and Futures CHICAGO, ILLINOIS  
Private Wires

Board of Trade  
Members

# PEORIA

Board of Trade  
Members

**P. B.  
and  
C. C. Miles**  
Established - 1875  
Incorporated - 1910

Peoria, Illinois  
Handling Grain on Commission Our Specialty

**Turner-Hudnut Company**  
Receivers GRAIN Shippers  
42-47 Board of Trade

**Rumsey, Moore & Co.**  
Solicits Your Consignments  
Board of Trade Peoria, Ill.

**W. W. DEWEY & SONS**  
COMMISSION MERCHANTS  
33-35 Board of Trade PEORIA, ILL

There is no better time to advertise than the present. Better start before your competitor Write the JOURNAL today.

Board of Trade  
Members

# KANSAS CITY

Board of Trade  
Members

**DAVIS-NOLAND "MERRILL GRAIN CO.**



Board of Trade

Kansas City, Mo.

Operating

**SANTA FE ELEVATOR "A"**  
6 000,000 Bushels

Modern Fireproof Storage

Ask for our bids on Wheat, Corn, Oats, Rye and Barley for shipment to Kansas City and the Gulf—Special Bin Storage Furnished at Regular Storage Rates.

**WOLCOTT & LINCOLN**

Incorporated  
Operating Alton Elevator

**CONSIGNMENTS**

Future orders executed in all markets  
801-810 Board of Trade, Kansas City  
Hutchinson, Kans. Salina, Kans.  
Wichita, Kans.



WHEAT  
and  
OATS

**NORRIS GRAIN CO.**  
Norris Elevator—Murray Elevator

CORN  
and  
BARLEY

**CONSIGN**  
ERNST-DAVIS CO. CO.  
Kansas City

**A. C. DAVIS GRAIN CO.**  
Grain Commission  
Mill Orders a Specialty  
Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A.

Figure the amount of advertising carried—Can you doubt our ability to Produce Results

**SHANNON GRAIN COMPANY**  
CONSIGNMENTS

1124 Board of Trade KANSAS CITY, MO.

It is the returns from advertising that permits the maximum of service to our readers. Please specify the *Grain Dealers Journal* when writing an advertiser

# DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

**Houlton Connell Grain Co.**

*Wholesale Grain.  
Get in touch with us.*

**Kellogg Grain Co.**

*Receivers shippers of all kinds of grain.*

**The Conley-Ross Grain Co.**

*Wholesale Grain.*

**Farmers Union Mfg. & Elev. Co.**

*Wholesale Grain and Feed.  
38th and Wynkoop Sts.*

**The Ady & Crowe Mercantile Co.**

*Grain, Hay, Beans.*

**Rocky Mountain Grain Co.**

*Grain Merchants—Export and Domestic.*

**Note:**—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Corn Exchange  
Members

# BUFFALO

Corn Exchange  
Members

*Send your consignments to*  
**Seymour-Wood Grain Co.**

BUFFALO, N. Y.

**J. G. McKILLEN, INC.**  
RECEIVERS  
Consignments a Specialty

BUFFALO NEW YORK

*"All Your Needs in Grain and Feeds"*  
**SUNSET FEED AND GRAIN CO. Inc.**  
Chamber of Commerce :: Buffalo, N. Y.  
CONSIGNMENTS SOLICITED

Board of Trade  
Members

# DES MOINES

Board of Trade  
Members

**Des Moines Elevator & Grain Co.**  
DES MOINES, IOWA

Terminal and 12 country stations. Capacity 1,000,000 bushels  
We specialize in Oats and High Grade Corn  
Oats sacked for Southern Trade.

**LOCKWOOD GRAIN, Inc.**  
Des Moines, Iowa  
We Buy and Sell

**CORN and OATS**

Grain and Hay  
Exchange Members

# PITTSBURGH

Grain and Hay  
Exchange Members

**SAMUEL WALTON CO.**  
EMPIRE BUILDING PITTSBURGH, PA.

*Established 40 Years*  
RECEIVERS AND SHIPPERS  
GRAIN, HAY, STRAW AND FEED

**JESSE C. STEWART CO.**  
GRAIN and FEED  
Own and Operate the  
IRON CITY GRAIN ELEVATOR  
PITTSBURGH, PA.  
Branch Office at Clarksburg, W. Va.

**HARPER GRAIN CO.**  
Wabash Building  
Modern elevator facilities  
at your command.

**Geo. E. Rogers & Co.**  
WABASH BUILDING PITTSBURGH, PA.

RECEIVERS—SHIPPERS  
GRAIN—HAY  
MILLFEED—FLOUR

**ESTABLISHED 1872**  
**R. S. McCAGUE, Ltd.**  
*Receivers and Shippers*  
Corn, Oats, Hay and Mill Feed  
PITTSBURGH, PA.

You are likely to remain on top  
in the struggle of the survival of  
the fittest, if you advertise in  
***The Grain Dealers Journal***

We have induced reliable advertisers to talk to you.  
If they interest you, mention that saw it in The

**Grain Dealers Journal**

Chamber of Commerce  
Members

# MINNEAPOLIS

Chamber of Commerce  
Members

## OATS

Use Our—

GIANT oats 40 to 42, Natural No. 2 White—for seed.  
SUNRISE oats 38 to 40, Natural No. 2 White—for poultry and racehorse feed.  
SENATOR oats 36 to 38, No. 3 White—for milling, crimping or feed.

WE SPECIALIZE IN CHOICE OATS

### Sterling Grain Co.

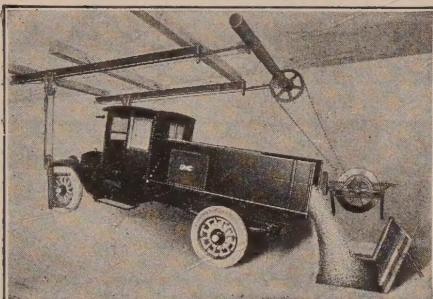
1254 Chamber of Commerce,  
Minneapolis, Minn.  
Operating Sterling Elevator 1,500,000  
bu. capacity.

## Want an Elevator?

### Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt  
of price; or on trial to re-  
sponsible parties. Has auto-  
matic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.



### The McMillin Wagon & Truck Dump THE POWERFUL DUMP

Our quick, simple, safe and easily operated arrangement for attaching and detaching to the front wheels of a vehicle does away with the many objectionable features in truck dumps—as there is nothing lifted but the front end of the vehicle.

The lifting arrangement being connected to the overhead trolley is a simple way of hoisting at any point along the track, and causes this dump to be able to dump into one single dump door or any number of dump doors regardless of the length of the vehicle or the distance the dump doors are apart.

This dump is doubly strong for the heaviest loads, vehicles can be raised to any angle and stopped, or stopped at any point.

Standard sized dump doors are all that is required. And dumps equipped for hand and power operation. Two horse power motor or a 4" belt from other machinery is sufficient power.

**L. J. McMILLIN**

525 Board of Trade Building  
Indianapolis, Indiana

## CEREAL GRADING COMPANY

CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.

## GRAIN

We Buy, Sell, Store and Ship all Kinds of Grain, Choice  
Milling Wheat and Rye Selected by Expert Buyers.  
Own and Operate Elevator "L"

### HALLET & CAREY CO.

#### Grain Merchants

Minneapolis Duluth Winnipeg

### Fraser-Smith Co. GRAIN

Minneapolis - Milwaukee Cedar Rapids

### McCaull-Dinsmore Co.

#### Grain Merchants

Minneapolis Duluth

### 10,000 SHIPPERS Are now using

#### TYDEN CAR SEALS

Bearing shipper's  
name and consecu-  
tive numbers.

#### Prevent CLAIM LOSSES

Write for samples  
and prices

INTERNATIONAL SEAL & LOCK CO.  
617 Railway Exchange Bldg., Chicago, Ill.

### WHY-A-LEAK —STOP IT—

#### BAD ORDER CARS

cause the loss of many hard earned  
dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved  
by the use of Kennedy Car Liners.  
These car liners practically condition  
a bad order car and enable  
shippers to load cars that other-  
wise would be rejected.

KENNEDY SYSTEM of car liners  
prevents leakage in transit and are  
made for all cases of bad order  
cars, consisting of full Standard  
Liners, End Liners and Door Liners.

WILL YOU NOT give us an oppor-  
tunity to submit full details of our  
system and the low cost for this  
protection? We are confident this  
would demonstrate to you the effi-  
ciency and money saving merits of  
our car liners.

### THE KENNEDY CAR LINER & BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock,  
Ontario



### SHIPPER'S CERTIFICATE of WEIGHT

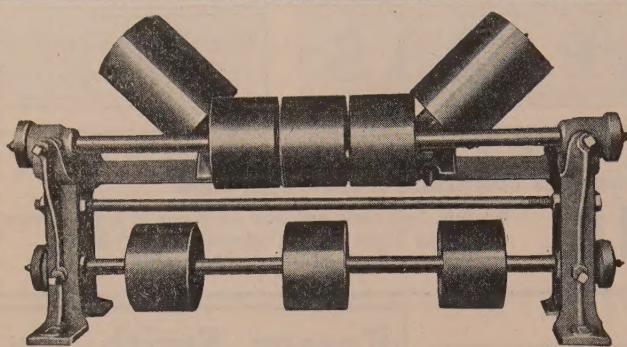
Designed for the use of grain ship-  
pers who wish to make a written state-  
ment of the amount and grade of grain  
loaded into a car. Especially adapted  
for use in connection with claims for  
Loss of Weight in Transit.

Each ticket gives the following information:  
Kind of scale used; Station; Car Number and  
Initials; Shipper's Name; —lbs. equal to —bus.  
of No. —; Date scales were tested and by  
whom; car thoroughly examined and found to  
be in good condition and properly sealed when  
delivered to the ——R. R. Co.; Seal  
Record, name and number, sides and ends;  
marked capacity of car; date; and name of  
the weigher. On the reverse side of both origi-  
nals and duplicates is a form for recording the  
weight of each draught.

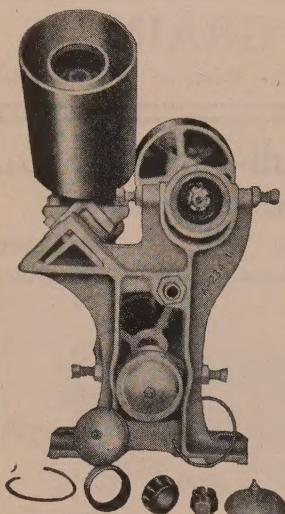
Printed and numbered in duplicate. Originals  
on Goldenrod Bond paper and duplicates on  
tough pink manila in two colors of ink. Well  
bound with heavy hinged pressboard covers so  
they will open flat, containing 50 originals, 50  
duplicates and four sheets of carbon paper.  
Order Form No. 89 SWC. Price \$1.00.

Grain Dealers Journal, Chicago, Ill.

By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you  
help it to more efficient work in improving grain trade conditions.



**CONVEYING EQUIPMENT  
Equipped with  
TIMKEN ROLLER BEARINGS**



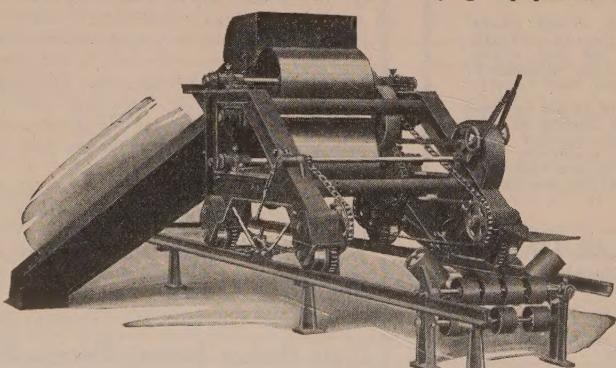
IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of conveying equipment makes for greatly increased economy and efficiency in operation.

**"EHRSA"**  
**Grain Handling & Milling Equipment**

Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

**J. B. Ehrsam & Sons Mfg. Co.**  
ENTERPRISE, KANSAS

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propelling tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.

**Don't Guess! Test!**

And it is so easily and quickly done when you have the

**Zeleny System**

It only requires a few moments' time for someone to go to the bin Switchboard and ascertain the temperature of a bin of grain every five feet from bottom to top of bin, and the

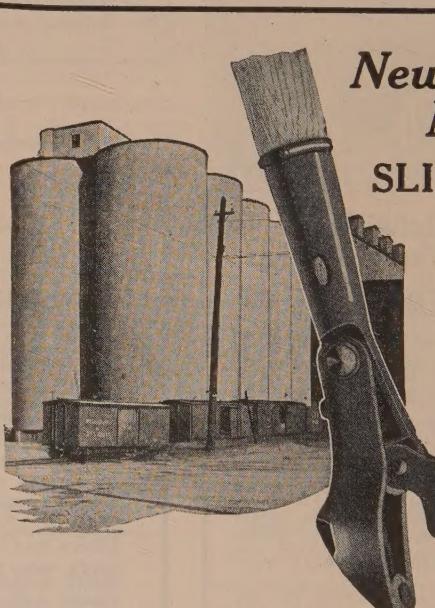
**Zeleny System**

will give you accurate and dependable information at a very nominal expense, and the TEST is sure, a GUESS is by no means sure and much more expensive as a rule. Now is the time to begin preparations, so that the

**Zeleny System**

will be watching your bins when the 1929 crop is in them. Prices are free —write and see.

**Zeleny Thermometer Company**  
542 S. Dearborn St.  
Chicago, Ill.



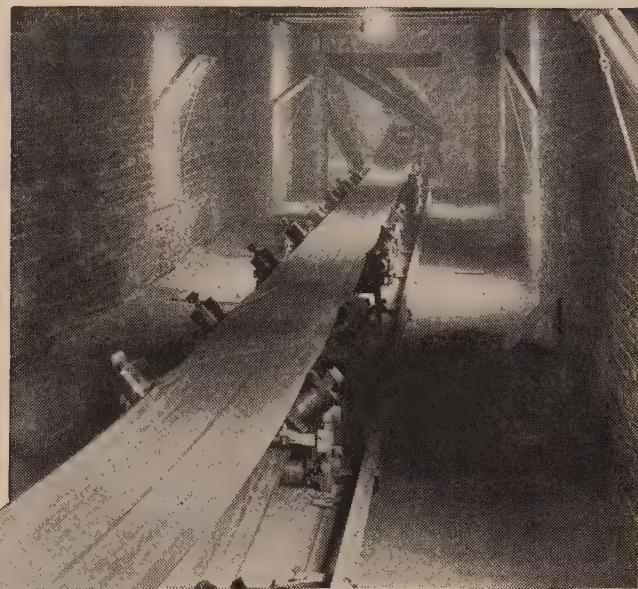
**New Badger  
No. 5  
SLIP-PROOF  
POWER**

Certified Malleable castings, Straight-grained rock maple handle, special hardened slip-proof steel spurs—plus—skilled workmanship and guaranteed performance—

That's the NEW BADGER No. 5 CAR MOVER—for sale at your jobber.

**ADVANCE CAR MOVER CO.** APPLETON  
WISCONSIN

# Another Diamond Grain Belt..



**R**IIGHT NOW, in the United States and Canada alone, Diamond Grain Belts totaling twenty-five miles in length are operating, in 62 different plants, located in 54 cities, scattered through sixteen

states and two Canadian Provinces.

▼ ▼ You will make no mistake in specifying Diamond Grain Belts, because for many years they have carried a large share of America's total grain crop.

THE DIAMOND RUBBER COMPANY, INC., *Akron, Ohio*

Atlanta · Boston · Kansas City · New York · Philadelphia

Chicago · Dallas · Los Angeles · Seattle · San Francisco

**Diamond**  
*Rubber Belting ♦ Hose · Packing*

# The Boss Air Blast Car Loaders

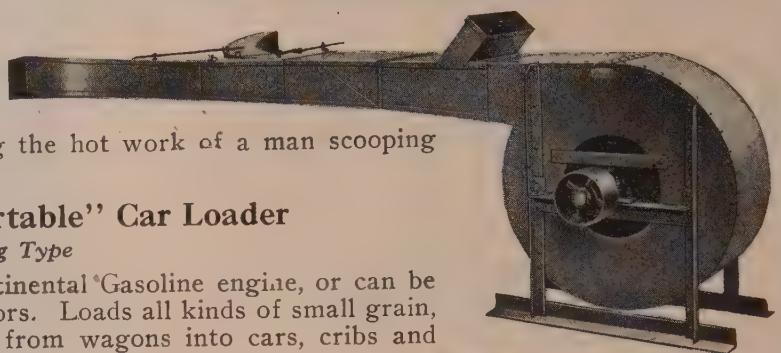
## Elevator Type

Will load grain cars from your elevator without scooping in the car, both ends being filled at the same time, eliminating the hot work of a man scooping back in the car.

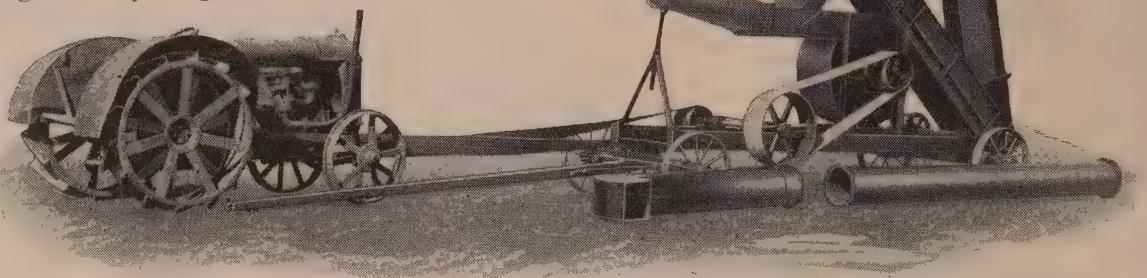
### The Boss Air Blast "Portable" Car Loader

*Track Shipping Type*

This Loader equipped with 30 H. P. Continental\* Gasoline engine, or can be driven by Fordson or other make of tractors. Loads all kinds of small grain, Ear Corn, Kafir Corn, Cobs, etc., direct from wagons into cars, cribs and bins. This Portable is a one-man machine as the wagon jack is operated from same power. These machines will not injure the grain as it does not pass through the fan. They will clean and raise the grade of your grain.



Write for Catalog F and prices and let us show you how these machines will make you money.

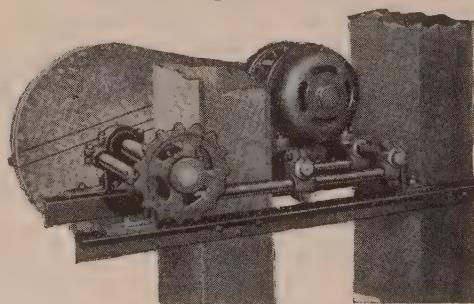


Maroa Manufacturing Co.

Maroa, Ill.

## HINCKLEY DRIVES

Have Elevated More Grain Than All Other Types Combined



This Tremendous Popularity Is Due to Four Reasons

Practical Design — Highest Efficiency  
Unexcelled Quality — Lowest Market Price

Exclusive Use of  
Link-Belt Silent Chain  
and  
Hyatt Roller Bearings  
Add Years of Service to the  
Hinckley

Manufactured by

Link Belt Supply Co.,

Minneapolis  
Minnesota

## Improved Duplicating Grain Tickets

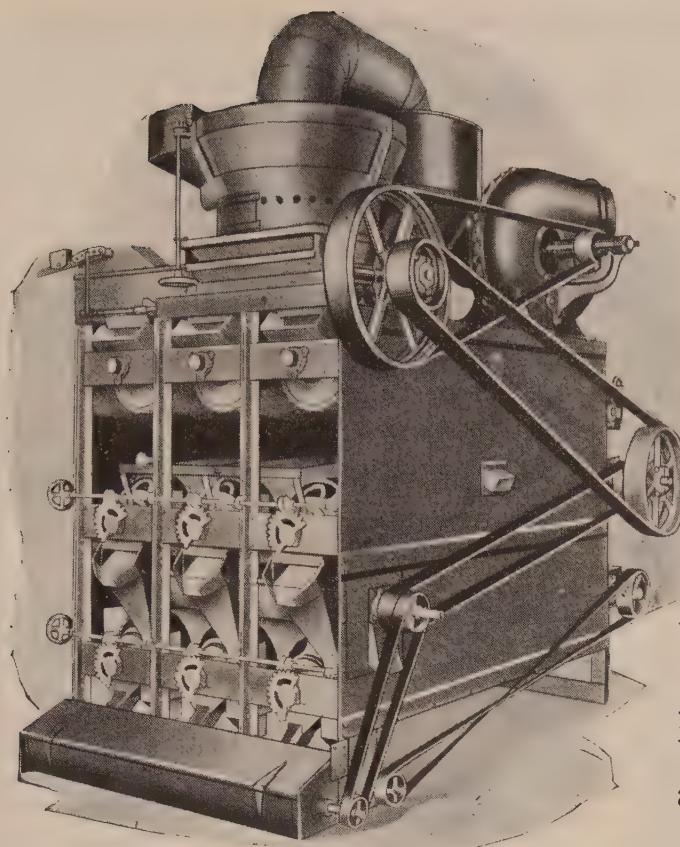
With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{1}{8}$  inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

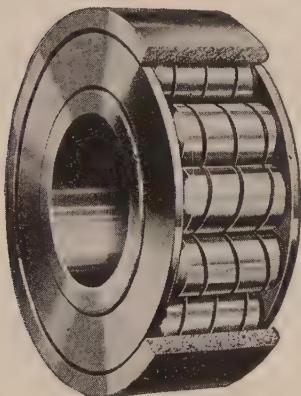
The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.50  
Form 19GT Triplicating (375 pages) 2.00

Grain Dealers Journal  
309 So. La Salle St. Chicago, Ill.



Emerson Cylinder Grain Separators  
—Hyatt equipped— are manufactured by The Twin City Separator Co., Minneapolis, Minn.



The Hyatt Roller Bearing—outer race cut away to show construction of roller assembly.

## Keeping down maintenance costs with Hyattized equipment

BUYERS of Emerson Cylinder Grain Separators are permanently freed from the expense and delay of bearing breakdowns, production interruptions, and excessive lubrication needs.

Hyatt Roller Bearings cut maintenance costs to the bone. Equipment lasts longer, and functions easier. Smooth rolling, Hyatts transmit power without effort or waste.

Just as Hyatt bearings are used to protect separators from bearing difficulties . . . so, too, are they universally employed in conveyors, line shafts, drives, pillow blocks and other important grain elevator equipment.

Small wonder that all industry has turned to Hyatt for permanent bearing satisfaction. No other bearing can give service so smooth, so lasting, so economical as Hyatt.

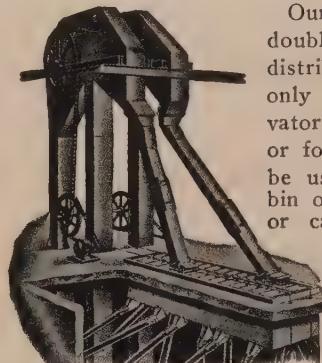
Isn't it to your advantage that Hyatt protection be employed?

HYATT ROLLER BEARING COMPANY  
Newark Detroit Chicago Pittsburgh Oakland

**HYATT**  
ROLLER BEARINGS  
PRODUCT OF GENERAL MOTORS

# GERBER

## Double Distributing Spout



NEW GERBER DOUBLE DISTRIBUTING SPOUT  
Sold with or without steel spout frame. Also made for single, triple and quadruple leg.

Our New Gerber single, double, triple and quadruple distributing spouts are the only practical spouts for elevator legs of one, two, three or four stands. All legs can be used to elevate into one bin or car at the same time, or can be used separately. Only one spout is required to run from distributors to each bin. You have full control of your distributing. All spouts are operated from working floor, absolutely eliminating any mixture of grains.

### Grain Elevator Equipment

Get your elevator in order before the new crop starts to move. We can quote attractive prices on the best of everything in the grain elevator equipment line. Write us for catalog H-3.

James J. Gerber

126 Sixth Ave. S.

Minneapolis, Minn.



### ALL OF US

are solicitous about the water in our cars during cold weather. If it should freeze we might have a leaky radiator or a cracked engine block. But how about the water in our water barrels? If it freezes it may mean the loss of our livelihood, yet how many times do we give it a thought during the winter? Keep the water fluid and ready for any emergency.

GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.  
INDIANAPOLIS, INDIANA

J. J. Fitzgerald  
Secretary & Treasurer  
Indianapolis, Ind.

C. R. McCotter  
Asst. Secy. and Western Mgr.  
Omaha, Neb.

### Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA  
J. A. KING, President  
A Legal Reserve Mutual Fire Insurance Company

### TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.

LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.  
OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS  
ASK ABOUT OUR SAVING PLAN

E. A. Brown, Pres.  
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer  
E. H. Moreland, Secretary

## GRAIN ELEVATOR BUILDERS

### JAS. H. BROWN CO.

621 South 3rd Street  
CONCRETE ELEVATORS

MILLS

Minneapolis, Minn.  
WAREHOUSES

### L. J. McMILLIN

Engineer and Contractor of  
GRAIN ELEVATORS  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

GRAIN and COAL ELEVATORS  
**T. E. IBBERSON CO.**  
CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.

Elevators, Mills, Warehouses  
Designed, Built, Repaired  
Estimates Cheerfully Furnished  
HOGENSON CONSTRUCTION CO.  
Corn Exchange  
Minneapolis, Minn.

GRAIN ELEVATOR BUILDERS

RELIANCE  
Construction Co.  
Board of Trade, Indianapolis

Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

ELEVATORS—FEED MILLS  
WAREHOUSES  
CHALMERS & BORTON  
720 Pioneer Trust Bldg. KANSAS CITY, MO.

Western Engineering Co.  
610 Cooper Bldg. Denver, Colo.

Contractors and Builders of  
Grain Elevators that more  
than satisfy the most critical.

A. F. ROBERTS  
ERECTS  
FURNISHES  
SABETHA, KANSAS  
Elevators  
Corn Mills  
Warehouses  
Plans  
Estimates  
Machinery

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.  
H. P. Roberts, V. Pres. A. E. Owens, Sup't. Cons.  
Southwestern Engineering  
Company  
*Designers and Builders*  
Modern Mills, Elevators  
and Industrial Plants  
SPRINGFIELD, MO.

DESIGNERS  
of Grain Elevators, Flour Mills  
Feed Mills, Warehouses  
and Industrial Buildings  
HORNER and WYATT  
Board of Trade Bldg. Kansas City, Mo.  
*It Pays to Plan Before You Build*

BUYERS AND SELLERS  
of Grain Elevators. You can make your wants  
known quickly by advertising in the "Elevators  
for Sale and Wanted" columns.

Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators are Built  
They will STILL be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg., Sioux City, Iowa

Box 1172  
Fargo, N. Dak.

CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

W. H. CRAMER  
CONSTRUCTION CO.  
North Platte, Nebr.  
*Plans and Specifications Furnished*

The Star Engineering Company

Specialists in  
Grain Elevator Construction

Our elevators stand every test  
Appearance, Strength, Durability and Economy of Operation

*Estimates and information promptly furnished*

Wichita, Kansas

E. H. CRAMER

Hampton, Nebraska

Designer and Builder  
of Grain Elevators

Weller Metal Pdts. Co.

Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.  
SHEET METAL WORK  
*Grain Elevators a Specialty*

C. I. Erickson

Assaria, Kansas  
Designer and Builder  
Elevators and Warehouses  
Remodeling Work  
Estimates Promptly Furnished

HICKOK

Construction Co.  
MINNEAPOLIS

ELEVATORS

BIRCHARD  
Construction Co.

Architects and Contractors  
Grain Elevators—Mills  
B. SAMPSON Lincoln, Nebr.

Geo. W. Quick & Sons

Tiskilwa, Illinois  
Designers and Builders  
Concrete Grain Elevators  
Waterproof Pits a Specialty



Use White Star Special Cups, made and shipped only from the White Star Factory. Accept no substitutes. These cups are hand riveted; they stand up and their capacity is guaranteed.

Our Special Boot is the only non-chokable ball-bearing boot on the market, to the best of our knowledge.



One of

**Several Elevators**

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator  
 The Jas. Richardson & Sons Elev.  
 The Northwestern Elevator  
 The Great Lakes Elevator

Port Arthur  
 Port Arthur  
 Fort William  
 Owen Sound

**THE BARNETT-McQUEEN CONSTN. CO., LIMITED**

*Designers and Builders of Grain Elevators*  
 Fort William, Ont.      Duluth      Minneapolis, Minn.

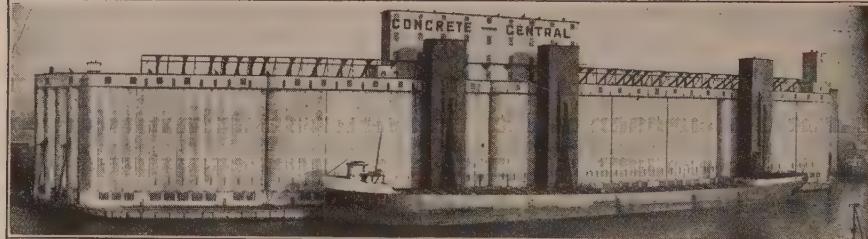
**FOLWELL ENGINEERING CO.**

Engineers and Constructors

333 North Michigan Avenue  
 CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator  
 Designed and Built for  
 A. E. Staley Mfg. Co., Decatur, Ill.

Operated by  
 The Eastern Grain,  
 Mill and Elevator  
 Corporation

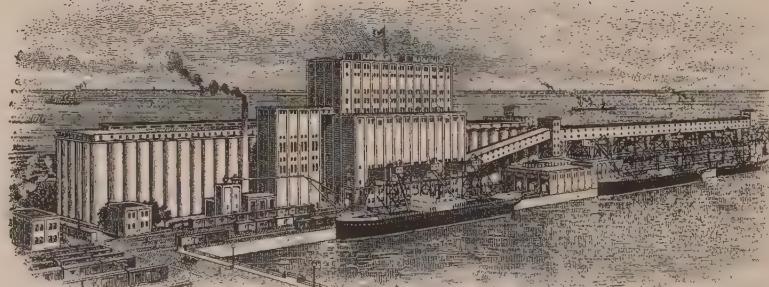


Concrete-Central  
 Elevator, Buffalo,  
 N. Y.  
 Capacity  
 4,500,000 Bushels

Designed and Built by

**Monarch Engineering Company**  
 Buffalo, N. Y.

Capacity  
 5,000,000  
 Bushels



Equipped with  
 Four Stewart  
 Link-Belt  
 Grain Car  
 Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

**JAMES STEWART CORPORATION**

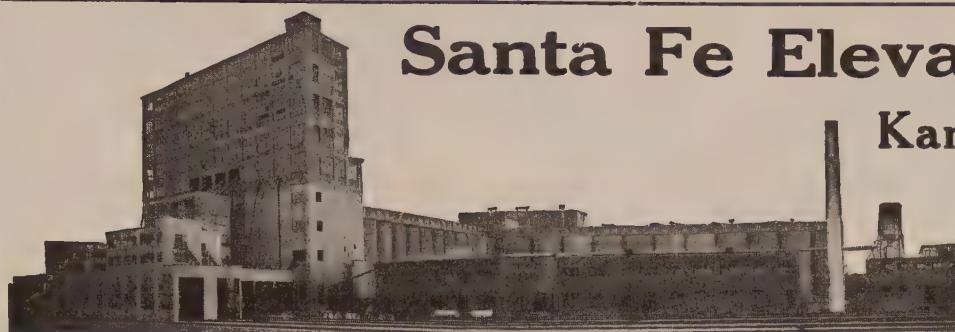
ENGINEERS AND CONTRACTORS

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

W. R. SINKS,  
PRESIDENTTHOMAS D. BUDD,  
VICE PRESIDENT

# Santa Fe Elevator "A"

Kansas City, Kans.



Capacity  
6,500,000 Bushels

**John S. Metcalf Co.**

*Grain Elevator Engineers and Constructors*

111 W. Jackson Blvd., Chicago      460 St. Helen Street, Montreal      837 W. Hastings St., Vancouver, B. C.  
33 Henrietta Street, Strand, London, England



# Enid Terminal Elevator Co.

Enid, Oklahoma

*Capacity, 1,100,000 bushels*

An exact duplicate of this elevator was  
also designed and built by us for

Southwest Elevator Co., Enid, Okla.

# Jones-Hettelsater Construction Co.

*Grain Elevators—Flour and Feed Mills*

708-9 Mutual Building

Kansas City, Mo.



Folwell-Sinks Form Lifting

## Jacks and Steel Yokes

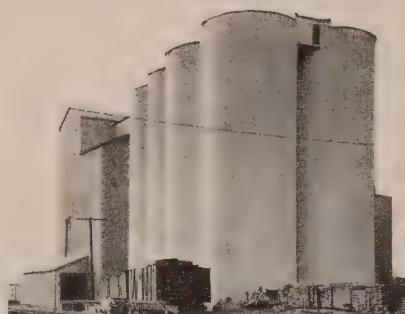
for Grain Elevator, Silo  
and Coal Pit Construction

Manufactured and Sold by

**NELSON MACHINE CO.**

WAUKEGAN, ILL.

Patented



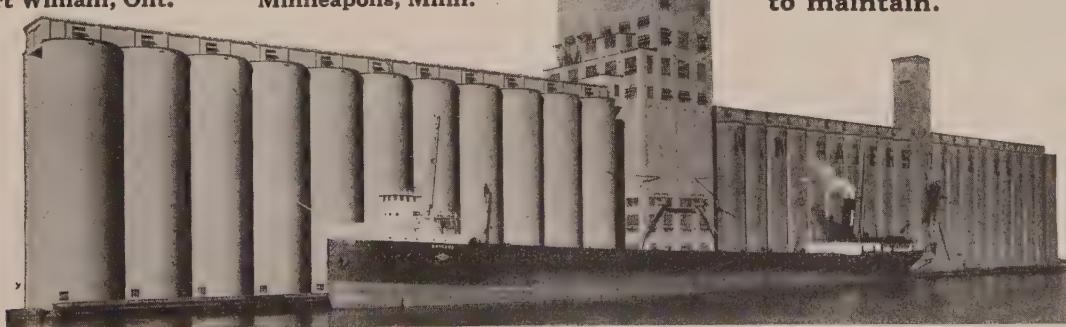
Elevator "L"  
Minneapolis

Designed and Built by  
**MCKENZIE-HAGUE CO.**  
Minneapolis, Minn.

# FEGLES CONSTRUCTION CO., Ltd.

*Engineers — Constructors*

Fort William, Ont.      Minneapolis, Minn.



*N. M. Paterson Co., Ltd.*

*2,500,000 Bu. Elevator*

*Fort William, Ont.*

**DESIGNED** for the years  
ahead—an advance we propose  
to maintain.

# When You Ship Grain, Do YOU Bear the Losses for Leakage, Theft or Errors at Destination?

Many, many times a shipment is reported short for one of the above reasons, and the shipper must stand the loss.

But, with a Richardson Automatic Grain Shipping Scale you are protected against such losses, *because you then know YOUR weights are accurate and right!*

Install a Richardson now and enjoy the protection against shortages.

## RICHARDSON SCALE COMPANY

CLIFTON, NEW JERSEY

Wichita

Boston

Minneapolis

New York

Omaha

Gulfport

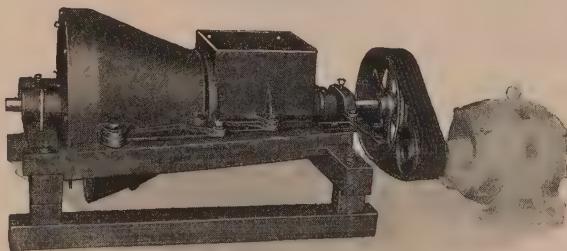
Chicago

Pittsburgh

Los Angeles

## Sidney Corn Shellers

Hyatt Equipped



Can Now Be Furnished with Tex-Rope Drive.  
All shellers are adjustable for different kinds and sizes of corn.

Made in five sizes 80 to 1,500 bushels per hour.  
Available in several styles.

Be prepared to do a bigger and better shelling business. These shellers cost so little and do so much you can't afford to be without one.

Send for descriptive literature

**The Sidney Grain Machinery Co.**  
Sidney, Ohio

Complete Equipment for Grain Elevators  
and Feed Mills

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Lubricating System
Agricultural Gypsum	Magnetic Separator
Attrition Mill	Manlift
Bag Closing Machine	Moisture Tester
Bags and Burlap	Mustard Seed Separator
Bearings { Roller	Oat Bleachers and Purifiers
Ball	Oat Clipper
Belting	Pneumatic Conveying Equipment
Bin Thermometer	Portable Elevator
Boots	Power { Oil Engine
Buckets	Gas Engine
Car Liners	Motors
Car Loader	Power Shovel
Car Mover	Radio Equipment
Car Seals	Railroad Claim Books
Cipher Codes	Rat or Weevil Exterminator
Claim (R. R.) Collection	Renewable Fuse
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	Scales
Conveying Machinery	Scale Tickets
Distributor	Scarifying Machine
Dockage Tester	Screw Conveyor
Dump	Self-Contained Flour Mill
Dust Collector	Separator
Dust Protector	Sheller
Elevator Brushes	Siding-Roofing { Asbestos
Elevator Leg	Steel or Zinc
Elevator Paint	Silent Chain Drive
Feed Mill	Smut Remover
Fire Barrels	Speed Reduction Units
Fire Extinguishers	Spouting
Friction Clutch	Storage Tanks
Grain Cleaner	Sulphur
Grain Driers	Testing Apparatus
Grain Tables	Transmission Machinery
Leg Backstop	Transmission Rope
Lightning Rods	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### INFORMATION BURO

Grain Dealers Journal, 309 So. La Salle St., Chicago

# GRUENDLER

# Whirl-Beater

# Whirl

## for Custom Grinding and Mixing

FOR speedy, dependable feed-grinding efficiency we have yet to see any machine that can equal the Gruendler Whirl-Beater. It delivers greater capacity per power and does it year in and year out, without a hitch.

Your customers don't like to wait and wait, while a load of feed is being ground! They want prompt service! They'll get it from you, every time, if your grinding and mixing plant is equipped with the never-failing, fast-running Whirl-Beater. And you can change the screen in a jiffy—any fineness desired. A built-in automatic spout magnet tramp iron catcher is part of the regular Whirl-Beater equipment. Also a rigid, substantial cast base.

Investigation will further increase your admiration for this wonderful machine and your keen desire to own one because of

what it will do! Get the feed grinding business of your community—and hold it—with the Gruendler Special Whirl-Beater. See blue print of a typical installation on next page. Write us for folders.

**Gruendler Crusher & Pulverizer Co.**  
2917 North Market Street, St. Louis, U. S. A.

GRUENDLER PATENT  
CRUSHER & PULVERIZER  
CO.  
ST. LOUIS, MO.

**GRUENDLER**

# Custom Grinding and Molasses-mixing Plant

Send for our folder—  
"Feed Milling Systems"  
for custom grinding and  
mixing, batch mixing  
and continuous mixing.

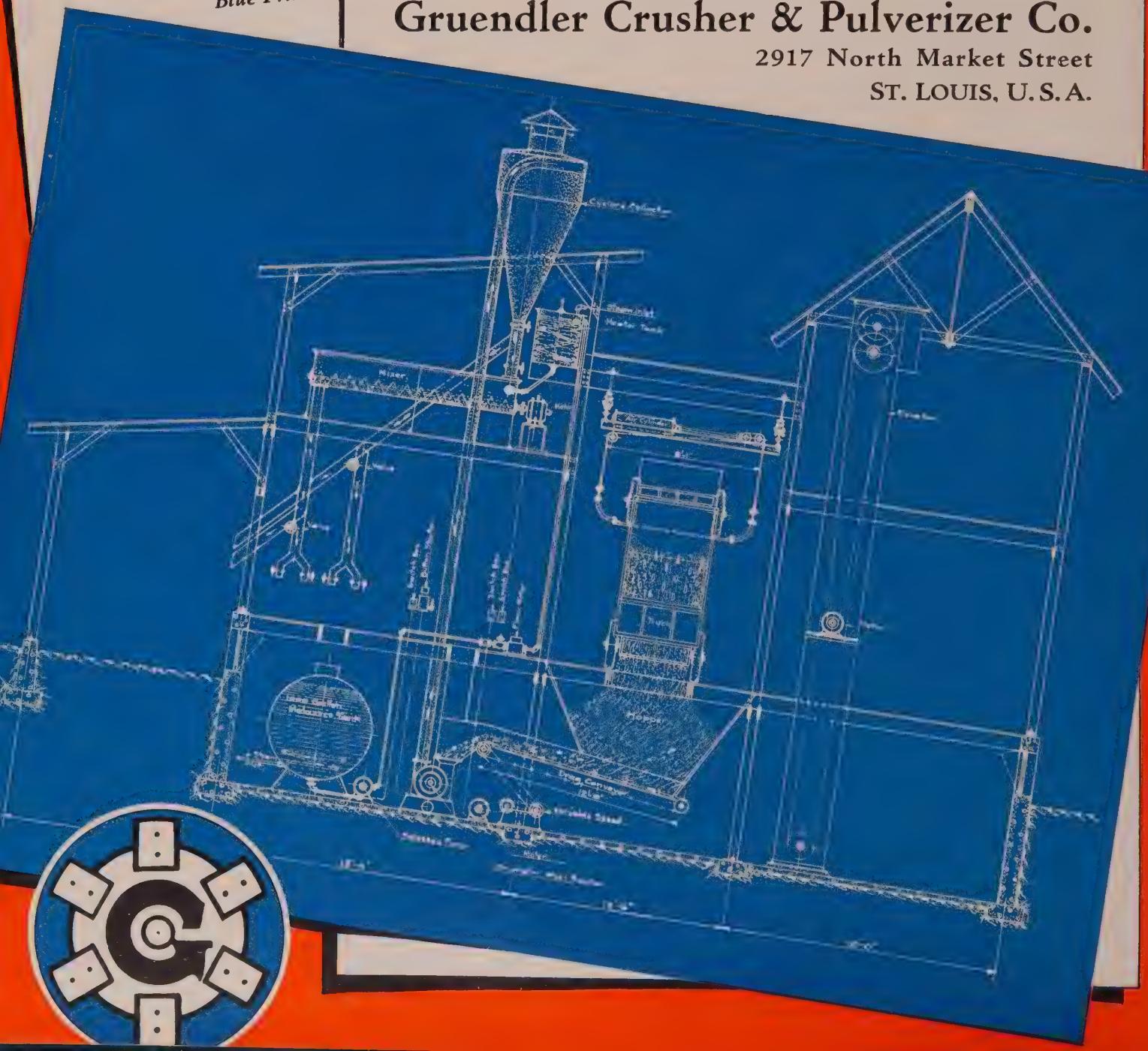
Keep this  
Blue Print

HERE is a typical Gruendler installation—a custom-grinding and molasses-mixing plant that is ideal from every standpoint of efficiency and economy when operated with the unrivaled Whirl-Beater.

The Gruendler positive mixer operates on either dry feed or with molasses, no other mixer being necessary. The overhead dump takes care of any number of sinks. And the total installation cost is about half that of other systems.

**Gruendler Crusher & Pulverizer Co.**

2917 North Market Street  
ST. LOUIS, U.S.A.



## Railroad Claim Books

Our Improved Railroad Claim Books are designed especially to expedite the collection of grain, seeds and feed claims. They facilitate the filing, and contain spaces for all the necessary information in the order which assures the prompt attention of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

- " B—Loss in Market Value Due to Delay in Transit
- " C—Loss in Quality Due to Delay in Transit.
- " D—Loss in Market Value Due to Delay in Furnishing Cars.
- " E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

The five forms are well bound in three books, as follows:  
 411-A contains 100 sets all Form A. Price, \$2.00  
 411-E contains 100 sets all Form E. Price, \$2.00  
 411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

Send all orders to

GRAIN DEALERS JOURNAL

309 South La Salle Street

CHICAGO, ILL.

Saves Your Men—  
 Saves Time—  
 Increases  
 Profits

Humphrey  
 Employees'  
 Elevator

Write—

HUMPHREY  
 ELEVATOR CO.

900 Division St., Faribault, Minn.



## DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

*There's a Reason*

The Day Company  
*Dust Collecting Engineers*

1023-5 Lyndale Ave., N. Minneapolis, Minn.



## SPOT LOVED 'ROUND THE WORLD!

Pretty nearly everybody visits French Lick Springs. Delightful at all times of the year, thousands choose this season. Winter, at its height elsewhere, barely touches French Lick, sheltered by the famous Cumberland foothills.

To visit French Lick now cracks the back of winter. It is a tonic, happy intermission—a wonderful, invigorating experience to take the vibrant baths, to drink the natural, sparkling waters. No European spa excels French Lick.

Two superb 18-hole golf courses, winding bridle paths amid sylvan scenes, a countryside challenging the hiker, and other recreations make your stay unforgettable. The French Lick Springs Hotel is modern, spacious and unsurpassed in service and cuisine. French Lick, because of its beautiful setting and the spacious auditorium under the hotel roof, is becoming world-famous as a convention mecca.

Get peped up. Give winter the laugh. Readily accessible from all points.

*Write or wire for reservations.*

French Lick Springs Hotel Company  
 FRENCH LICK, INDIANA  
 "Home of Pluto Water"



IMPORTANT

ANNOUNCING

IMPORTANT

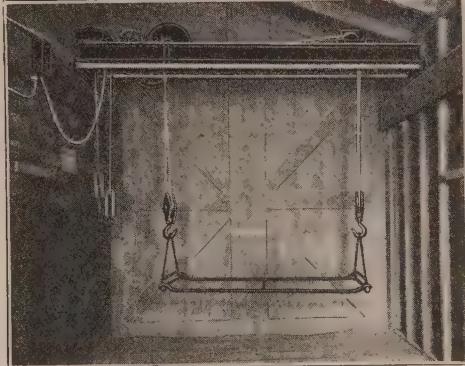
# HYATT ROLLER BEARING WESTERN SHELLERS AND CLEANERS AND LINE SHAFT EQUIPMENT



WRITE FOR CIRCULAR GIVING COMPLETE DATA

UNION IRON WORKS, DECATUR, ILL.

## The Bender Electric Overhead Traveling Truck Dump



Price \$250.00

Its traveling feature allows for dumping wagons, long and short trucks—

Eliminates plant changes, not necessary to change pit openings, floors, etc. Continue to use present wagon log if you desire.

Installation consists of two 3" x 12" timbers tied to side walls, track may extend outdoors in short driveways.

Very Powerful—Safe. Recommended under Fire & Liability Insurance regulations.

BENDER Truck Dumps will not freeze up. They develop no leaks to rob you of power—Their action is instantaneous.

They can be installed at a cost not exceeding \$20 for labor and materials.

A 6-volt motor on the BENDER together with 6-volt generator is the ideal electric dump for plants having no electric connections.

All BENDERS are the same price.

THE BENDER HOIST MFG. CO.  
609 So. 48th Street  
Omaha, Nebraska

## “Eureka - Invincible” Grain & Seed Cleaners and Feed Manufacturing Equipment

### S. HOWES CO., Inc.

#### INVINCIBLE GRAIN CLEANER CO.

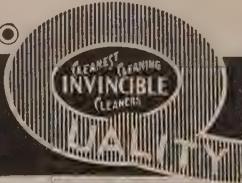
#### SILVER CREEK, N.Y.

“EUREKA” - “INVINCIBLE”

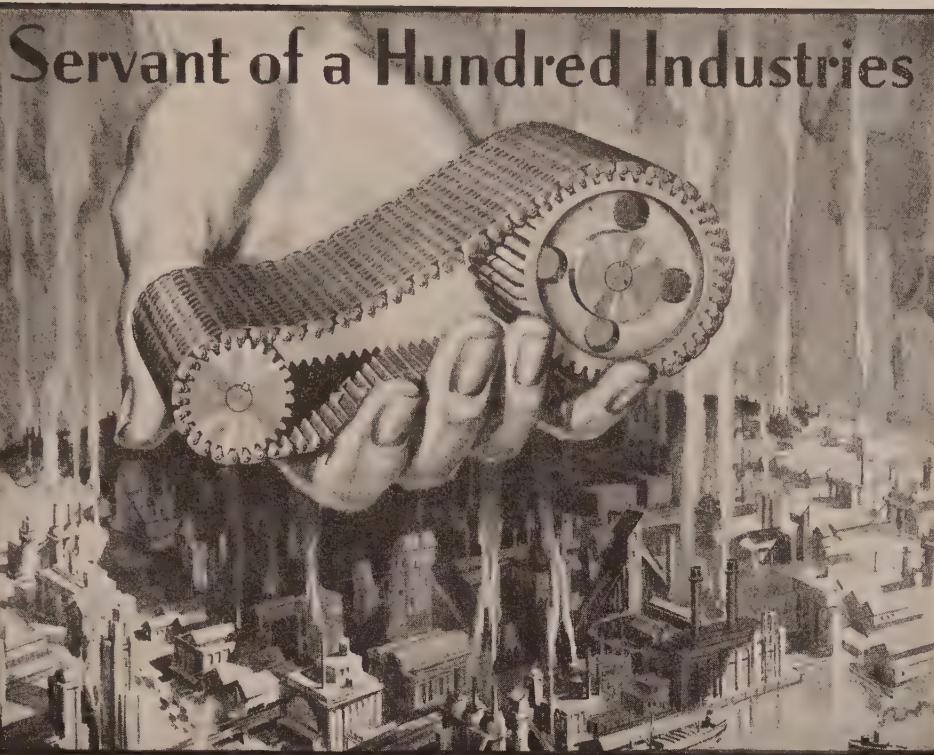
GRAIN

CLEANING

MACHINERY



# Flexible as a Belt—Positive as a Gear More Efficient than Either



**I**N EVERY INDUSTRY—on practically every type of machine, Link-Belt Silent Chain today is proving its claims to greater reliability, efficiency and economy.

Link-Belt Silent Chain is known as the ideal drive. It cannot slip. Its action is positive under all conditions. It operates on short or long centers. It is unaffected by heat, cold, moist-

ure or oil. By actual test it delivers 98.2% of the energy of the prime mover. Built in sizes  $\frac{1}{4}$  to 1000 H.P. and over. Distributors in many cities carry stocks— $\frac{1}{2}$  to 60 H.P.

Decide now to have an experienced Link-Belt engineer call and make recommendations for your plant. Also, write for Link-Belt Silent Chain Drive Data Book No. 125 and Stock List No. 725.



## LINK-BELT COMPANY

Leading Manufacturers of Elevating, Conveying, and Power Transmission Chains and Machinery

3599

CHICAGO, 300 W. Pershing Rd.	INDIANAPOLIS, P.O. Box 85.	PHILADELPHIA, 2045 W. Hunting Park Ave.	SAN FRANCISCO, 19th and Harrison Sts.
Ashland, Ky. - - - 100 W. Winchester Ave.	Cincinnati - - - 419 Union Central Bldg.	Los Angeles - - - 361-369 S. Anderson St.	Pittsburgh - - - - - 335 Fifth Ave.
Atlanta - - - 511 Haas-Howell Bldg.	Cleveland - - - - 527 Rockefeller Bldg.	Louisville, Ky. - - - - 349 Starks Bldg.	Portland, Ore. - - - - - 67 Front St.
Baltimore, Md. - R. 800 Maryland Trust Bldg.	Dallas, Texas - 1101 Mercantile Bank Bldg.	Milwaukee - Room 1403, 425 E. Water St.	Seattle, - - - - - 820 First Ave., S.
Birmingham, Ala. - 229 Brown-Mari Bldg.	Denver - - - - 520 Boston Bldg.	Minneapolis, Minn. - - - - 418 S. Third St.	St. Louis - - - - - 3638 Olive St.
Boston - - - 1103-4 Statler Bldg.	Detroit - - - - 500 Woodward Ave.	New Orleans - - - - 621 S. Peters St.	Utica, N. Y. - - - - - 131 Genesee St.
Buffalo - - - 554 Ellicott Square	Grand Rapids - 536 Michigan Trust Bldg.	New York - - - - 2676 Woolworth Bldg.	Wilkes-Barre - 826 Second Nat'l. Bank Bldg.
Charlotte, N. C. 909 Commercial Bank Bldg.	Kansas City, Mo., R. 436, 1002 Baltimore Ave.	Oakland, Calif. - - - - 526 Third St.	

H. W. CALDWELL & SON CO.:—Chicago, 2410 W. 18th St.; New York, 2676 Woolworth Bldg. In Canada—LINK-BELT LIMITED—Toronto; Montreal; Elmira, Ont.

# LINK-BELT SILENT CHAIN DRIVES

# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

ALL OUR ELEVATORS FOR SALE.  
Holcomb-Dutton Lumber Co., Sycamore, Ill.

Some SERVICE to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

SOUTHEASTERN IOWA—10,000-bu. elevator and two-story warehouse, 40x100 ft.; well equipped with machinery; good paying grain, feed, flour and field seed business. Write 62C11, Grain Dealers Journal, Chicago, Ill.

WEST CENTRAL OKLAHOMA—A line of five elevators for sale, fully equipped with gas engines, Richardson Automatic Scales, truck dumps; all in good repair. Reason for selling—sickness in family. Write P. G. Newkirk Grain Co., Clinton, Okla.

WISCONSIN—Grain Elevator, Potato House, Hay House, Coal Bldgs. for sale; commanding a fine location on the C. & N. W. Ry. on direct route to Chicago. Surrounded by excellent farming community. Address 61S3, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

NORTHWESTERN INDIANA—15,000 bushel elevator, built in 1926; modern machinery; electric power; in good grain territory doing a nice business in grain and all side lines, also a large grinding business. One of partners wishes to retire reason for selling. Address 62A10, Grain Dealers Journal, Chicago, Ill.

NEBRASKA—10,000 bu. elevator at Foley, David City p. o.; equipped with hopper scales, new truck scales, 10 hp. gas engine; also coal sheds 20x80; good 5-room house, garage, large hen house and barn; located in good grain center and handled \$150,000 worth of grain last year. Address 62D9, Grain Dealers Journal, Chicago, Ill.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

## INDIANA ELEVATORS FOR SALE.

Owing to the sickness of Mr. Stiefel, we are liquidating our business and are offering our New Haven, Dawkins, Maples, Ossian and Eaton elevators for sale. For all information write.

Stiefel & Levy, Fort Wayne, Ind.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATORS FOR SALE

EASTERN KANSAS—Elevator and feed mill doing a nice business in good territory; a heavy wheat crop in sight to handle. Write 62D6, Grain Dealers Journal, Chicago, Ill.

### FOR SALE—CHEAP

CHICAGO TERMINAL ELEVATORS. CAPACITY, 125,000 BUS. WRITE 62C7, GRAIN DEALERS JOURNAL, CHICAGO.

### YOU MAY BE MISSING SOMETHING.

AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

NORTHWESTERN WYOMING—25,000 bu. capacity elevator in one of the best towns in this section; in center of a prosperous irrigation project. Ill health cause of selling. Write Powell Elevator, Inc., Powell, Wyo.

CENTRAL NEBRASKA—A line of four elevators for sale; fully equipped with gasoline engines, cleaners, automatic scales and truck dumps. Good wheat and corn territory. Address 62A7, Grain Dealers Journal, Chicago, Ill.

KANSAS—12,000 bu. elevator for sale; house in A-1 condition. All up-to-date equipment. Excellent coal and feed business. Located in good territory in South Central Kansas. Priced to sell. Write 62A6, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR AT AUCTION.

Elevator, feed and warehouse; good condition; on paved street, highway, switch track. Richmond, Mo. At PUBLIC AUCTION 2 P. M., MARCH 1st. For particulars write Hughes Bank, Richmond, Mo.

NEBRASKA—10,000-bu. elevator at Shestak, Crete p. o.; good grain center; equipped with new 5-bu. automatic scale, truck hoist and scale, 15-h.p. engine; also warehouse, 14x20, one good 5-room house, garage and hen house. Write R. R. Vavra, Crete, Nebr.

## BUSINESS OPPORTUNITIES

FEED MILL for sale with water power and grain storage; doing good business, mostly cash;  $\frac{1}{2}$  mile from creamery; selling account of poor health. W. W. Colvin, Stockton, N. Y.

FOR SALE—Coal yard in good town; no encumbrance; best location; exceptional opportunity. Priced to sell, terms. Address 62B10, Grain Dealers Journal, Chicago, Ill.

## FEED AND COAL BUSINESS

EASTERN MINNESOTA—A money maker, small investment; farmers want feed mill. Investigate this! Address 62C2, Grain Dealers Journal, Chicago, Ill.

EASTERN IOWA—Feed mill, residence, barn, poultry house, 3 acres land, for sale for cash; electric power; doing fine business, no competition; dairy and feeding community. Write P. O. Box 198, Quasqueton, Iowa.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

## ELEVATORS WANTED

WANT TO EXCHANGE improved 320 acres 4 miles from Alton, Kansas, for grain elevator in North Central Kans. Box 13, Mahaska, Kans.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## ELEVATOR BROKERS.

WANTED—To hear from owner having elevator or other business for sale. Give particulars and cash price. Write John J. Black, B 179, Chippewa Falls, Wisconsin.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. McGuire, 6440 Minerva Ave., Chicago, Ill.

## MILLS FOR SALE

TEXAS—One 5v bbl. Midget Marvel Mill complete with motor power; cracked feed and burr mill; building well located on track; will sell all or half interest to honest miller; need finance; fine opening. Write Seymour Mill & Elevator Co., Seymour, Texas.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

## MILLS AND ELEVATORS FOR SALE.

WISCONSIN—100-bbl. flour mill (brick), cribbed and iron clad grain elevator, seed and coal business, feed grinding and mixing service; also doing an excellent bakers and domestic flour business; rich farming country; oil engine and electric power. Investigate. Owners wishing to dissolve partnership. Address Brillion Mill & Elevator Co., Brillion, Wis.

FOR SALE, BY OWNERS—Forty thousand bushel capacity elevator and one hundred barrel flour mill on deeded ground with railway trackage at Miles City, Mont. On main line of Milwaukee and No. Pac. Railways.

Ample room in mill to increase capacity and an abundance of high protein wheat available at this point every year.

Buildings are exceptionally well constructed and located on the main street, mill is equipped with Wolf machinery and in excellent condition.

Property was acquired by present owners through foreclosure and as they have live stock interests which occupy their time, wish to dispose of this property at once.

W. H. Reiley Miles City, Montana

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size  $4\frac{1}{2}$  x 7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. La Salle St., Chicago, Ill.

AGENTS WANTED

WANT AGENTS TO SELL ELEVATOR and feed mill machinery in Indiana, Ohio, Michigan and Illinois. Address 115 So. Victoria St., Mishawaka, Indiana.

PARTNER WANTED.

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

HELP WANTED.

WANTED—Man for exceptionally good permanent position in Chicago, in charge of engineering department, designing elevating and conveying equipment. Also another man to take charge of grain elevator division. State salary expected and experience, with names of companies and kind of work done in detail or no attention paid. Write to 62D3, Grain Dealers Journal, Chicago, Ill.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

STANDARD 100 ton, 50 feet, Brand new, big sacrifice to move quick. We specialize in track scales. ZELNICKER in St. Louis.

THE BEST WAY to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

SCALES WANTED.

RICHARDSON AUTOMATIC SCALES bought and sold. Address 61S14, Grain Dealers Journal, Chicago, Ill.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 502 Waldheim Bldg., Kansas City, Mo.

SECOND HAND SCALES for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

SITUATION WANTED.

WANTED—Position as manager of farmers or independent elevator; several years' experience; have owned and successfully managed for myself. 62D10, Grain Dealers Journal, Chicago.

FARMERS' ELEVATOR MANAGER desires office position with reliable firm; three years of experience with present firm; age 26; good reference. Write 62D5, Grain Dealers Journal, Chicago, Ill.

SUCCESSFUL AND EXPERIENCED farmers elevator manager with a real record desires position with good company; experienced in all side lines; good accountant; good mixer with public; Illinois or Indiana preferred. Address 61Z10, Grain Dealers Journal, Chicago, Ill.

PRACTICAL GRAIN MAN located in Central Illinois, with 25 years' experience, desires position; employed at present, good reasons for change; best of references from reliable houses; age 42. Address 62C9, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—Married man, 20 years' experience in grain business wants position in grain office in terminal market or manager of country elevator; have had wide experience in buying and selling grain from country points and on Indpls. and Cincinnati exchanges. 62D7, Grain Dealers Journal, Chicago.

SEEDS FOR SALE

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

ENGINE WANTED.

WANTED—Diesel Oil Engine from 60 to 80 hp. Must be in good condition. Write Chetek Grain Elevator, Chetek, Wis.

ENGINES FOR SALE

FOR SALE—Three OLDS gasoline engines, two 18 hp., one 35 hp.; one HERCULES gasoline engine, 5 hp.; all in good condition. Write Smith Bros., Velte & Co., Lake Odessa, Mich.

OIL ENGINES

4-page Bulletin of Bargains just issued. ZELNICKER in ST. LOUIS. Rails, Equipment, Heavy Machinery.

ENGINE AND MOTOR FOR SALE.

One 25 hp., type Y, Fairbanks-Morse oil engine; in good condition; will sell cheap. Also one 30 hp. electric motor, good as ever. Write Noble & Reid, Hamburg, Iowa.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

MOTORS FOR SALE.

220/440 V. 3 PHASE MOTORS

1—75 hp., 750 rpm, 25 cy. Lincoln (new).  
1—60 hp., 600 rpm, 60 cy. General Electric.  
1—50 hp., 1200 rpm, 60 cy. General Electric.  
1—40 hp., 1800 rpm, 60 cy. Wagner (slip ring).  
1—40 hp., 1160 rpm, 60 cy. General Electric.  
1—35 hp., 1130 rpm, 60 cy. Westinghouse.  
5—30 hp., 1200 rpm, 60 cy. General Electric.  
All sizes, A. C. & D. C. Write for List. Overhauled and Guaranteed. Low prices.

V. M. NUSSBAUM & CO., Fort Wayne, Ind.

THE WANTED-FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

# Truck Loads to Bushels

Direct Reduction Grain Tables on cards reduce any weight from 600 to 12,090 lbs. to bushels of 32, 48, 56, 60, 70 and 75 lbs. by 10-pound breaks. Just the thing for truck loads.

Printed on both sides of six cards, size 10 $\frac{3}{4}$  x 12 $\frac{3}{4}$  inches with marginal index, weight 1 lb. Price at Chicago, \$1.50. Order 3275Ex.

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

## MACHINES FOR SALE.

FOR SALE—Union Special Bag Closing Machine, Type L, in good condition. Wire or write Standard Mill Supply Co., Kansas City, Mo.

FOR SALE—One 20" Dreadnaught Grinder in good condition; one 40 bbl. Midget Marvel Flour Mill; one Stover Grinder. Write Busenbark Grain Co., Crawfordsville, Ind.

## FOR SALE.

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GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.

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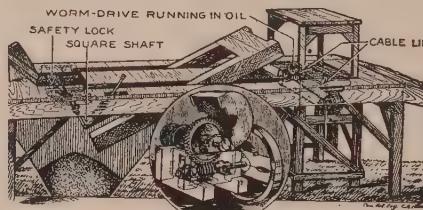
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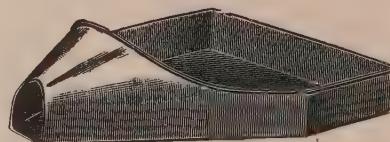
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GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill.

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## GRAIN DEALERS JOURNAL

309 So. LaSalle St., Chicago, Ill.

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## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

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THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, FEBRUARY 25, 1929

LIGHTNING rods of iron are worthless, and copper cable is no better if not grounded in a wet spot.

CARS coopered by the railroad companies for grain loading should not be accepted without thoro inspection by the shipper.

TAXING FEEDS 5 cents per ton for tags as proposed by the Missouri Legislature in House Bill No. 67 is an unfair burden on the feed industry. All penalties should be borne by the adulterators, as under the federal pure food and drugs act.

SHIPPING stored grain without buying a future as a hedge has proved costly to another Illinois elevator company now reported as about to go on the rocks. This practice is so thoroly discredited it seems strange any well posted elevator manager could adopt it.

THE HOCH-SMITH rate investigation imposed an impossible task on the Interstate Commerce Commission, and before the tons of testimony can be digested conditions will have changed and the whole proceeding rendered valueless. Thus is political interference with rate making condemned.

WINTER WHEAT has been safely covered by a blanket of ice for two months past. The thawing weather of March will soon disclose whether this cold storage has protected the plants as claimed by some old timers. Let us hear from the man who cut out a block of frozen wheat sod and placed it under glass to grow.

DEALERS fortunately having corn of superior quality on hand will do well to have it tested for germination, as it may be possible to get seed corn price for the grain.

EATING glass in a loaf of bread gave a Buffalo lady judgment against a bakery for \$1,700 recently, and the verdict would have been the same had the foreign substance been tramp iron, which suggests the advisability of using a magnetic separator on all foods for man or beast.

TRADING in remote futures of grain and cotton is discouraged on United States exchanges in response to outside interests, while the Liverpool Cotton Ass'n has just announced it will trade up to a period of two years instead of one, because the one-year limit was found to affect business with foreign spinners adversely.

ALL THE organized forces of the grain trade are assembling for a general onslaught against wheat smut which has made so much trouble and expense for all grain growers and handlers during recent years. If the present enthusiasm of elevator managers generally continues, the loss on the coming crop due to this expensive infection will be materially reduced.

CASH FOR FEED is indispensable if the grain dealer is to make a profit on this side line. Until some genius invents a method of retrieving the feed eaten by the dairyman's cow so that the feed dealer can use a conditional sales contract the same as the radio and auto salesmen do, the feed seller must get the money when he can, which is when he parts with the feed, for cash.

NEBRASKA GRAIN dealers are threatened with a lot of regulations that would greatly increase the cost of doing business in that state and burden the business with a lot of useless regulations that would help no one except an army of lazy bureaucrats, necessary to collect and file the useless reports. The awful nightmares which present themselves to the various state legislatures in the form of new bills are truly ludicrous.

MANY COUNTRY elevator operators never advertise their business because they know all about it and therefore think everyone else knows about it, but R. S. Matson of Mapleton, Minn., fearing that some of his neighbors may not know the various lines of business he conducts has not only painted signs on his elevator, but has erected a large electric sign showing that he handles "Grain, Coal and Feeds," and his story reaches many people each night.

BAITERS of the organized exchanges have found a new target in the stock exchanges, Wildman Brookhart of Iowa who does not belie his name, joyfully declaring "We are now headed for the greatest panic in the history of the world." It is gratifying to observe that these inflammatory utterances of the farm agitators are not gaining the approval of fellow Congressmen who realize that a calamity howl is not a good plank on which to run for office. They balk at pulling down the stock exchange.

RISING prices for grain in the face of overwhelming stocks is one of the mysteries that the government forecaster who predicted lower prices a few months ago would like to have explained.

A TIPSTER of Kansas City conducting the Investors' Daily Guide was last week convicted of using the mails to defraud; and it would save the gullible public much money if a number of other tipsters, the net result of whose operations is to part their victims from their money, could be put out of business by a post office department fraud order.

RETURNING fifty per cent of the commissions from the sale of live stock to members may look big but the question arises whether the reduction in the cost of selling at the terminal was accomplished by reducing the number of salesmen and the sales effort so that the members in fact lost more than the one-half of the small commission in the reduced price accepted for the stock.

CANDIDACY of the president of the Kansas State Farm Buro to succeed Chas. Curtis as Senator must be approved as one means of getting before the public the question whether legislators should be chosen avowedly to represent special interests, instead of pretending as do several incumbents, to represent the entire people. Now, let those favoring the farm bloc vote that way while the rest of us vote for Congressmen who will represent all of the people including the producers, fairly.

KEEPING an elevator plant constantly employed often is the solution of the problem presented by an unprofitable business. When the surrounding acreage is diverted in part to other than cereal production more time and labor can be expended in putting what is received into prime condition for sale by blowing or thoro cleaning. If the bins are empty too much of the time, hold the grain to fill them instead of shipping and sell the distant future on the board of trade and earn liberal storage charges.

RANK HERESY is breaking out in that hot bed of pooldom, Saskatchewan. A farmer of Kingsland, Geo. Lawson, told the Royal Grain Commission Feb. 19 that "the wheat pool has introduced no economies to justify its existence and we farmers are getting worse off every year." This statement should lead to an inquiry by some impartial authority to determine the price obtained by farmers who sell their grain thru a pool, or thru one of the several channels available now and before the pools offered an additional channel.

PLUGGED CARS are quite numerous according to a government inspector testifying before the Royal Grain Commission, which seems concerned over the fact that there is no fine imposed for plugging. Some cars arrive so loaded no jury could decide whether the uneven loading was intentional or accidental, and as the penalty would fall upon farmers who have no elevator for thoro mixing such a law would be unpopular. The regularly equipped dealer finds the hazard of having the entire contents graded as of the lowest quality in the carload a sufficient deterrent from stove-piping.

# The GRAIN DEALERS JOURNAL.

PERSISTENT high rates for money are a warning signal to merchants to watch credits closely. The anomaly is presented in 1929 of credit conditions getting worse and business conditions getting better.

STEALING WHEAT stored for the winter in a lake steamer is somewhat hazardous in Canada. Two men who recently admitted their guilt were given two years in the penitentiary by a judge at Ft. William, Ont. More sentences of this character would discourage grain thieves who break into elevators.

FUTURE TRADING in eggs on the Chicago Mercantile Exchange has been greatly liberalized by adoption of a system of premiums and discounts at which higher and lower grades can be delivered on contract, recognizing a principle that has long been in force on the Chicago Board of Trade in grain futures. The change provides an open market for the entire egg crop. Eggs are now higher on the butter and egg board of trade than they have been in February since 1921. The egg exchange is free from government repression.

INTERIOR "TERMINAL" elevators for the prairies of Western Canada are advocated by those called before the Saskatchewan Grain Commission. The point is that these elevators are to be constructed at government expense, in other words, the general public is to be taxed to provide a facility that properly should be built by the private capital that always flows into legitimate investments. The enormous private investment in terminal elevators at Fort William is evidence that the grain dealers will provide every facility that can promise a reasonable return. Elevators are needed there but not at interior points.

RETAIL FEED dealers of the Northwest seem to be struggling for a lack of proper recognition by the manufacturers and jobbers who do not hesitate to go around them and undersell them with the result that they lead a somewhat precarious existence. The Tri-State Grain Dealers Ass'n at its annual meeting, which is reported in this number, took occasion to protest against this unfairness by resolutions and various addresses. However, the trouble is not likely to be remedied until competition among the manufacturers and distributors is materially reduced. Their eagerness for large orders seems to spur them on even tho the cut price hurts the seller as well as the local feed retailer.

RESOLVED, That the selling of goods below cost for the purpose of injuring a competitor and with the effect of lessening competition is an unfair trade practice, is a rule, No. 7, of one trade, approved by the Federal Trade Commission. A resolution by a trade organization to the effect that buying grain at a country point by overbidding the market price for the purpose of getting grain away from a competitor and with the effect of lessening competition is an unfair trade practice, probably would meet with like approval by the Federal Commission. Since overbidding spells bankruptcy for all involved the powerful aid of the Commission in penalizing the practice should be welcomed.

SHIFTING A belt while machinery is moving is extremely dangerous and should not be attempted. A Michigan elevator operator told of in this number has spent several weeks in the hospital as the result of his experiment.

THE FEDERAL Grain Supervision is to be commended for its evident purpose to permit the grain handlers at Kansas City and in the Southwest to formulate an appeal system satisfactory to all concerned. When the trade comes forward with a workable plan the Department promises to bend its machinery toward its adoption, and this assurance of cooperation should spur the dealers and millers toward a solution.

CLASS LEGISLATION is an evil that has been denounced by speakers at conventions of the grain trade and other ass'ns of businessmen usually from the angle that laws granting special favors to a class are pushed by legislators believing support from that class will keep them in office. In this they are mistaken. In obedience to a class demand Washington, Oregon and California enacted laws levying a tax of 2 cents per pound on oleomargarine, but altho these are dairy states, in every one of them the law was defeated by popular vote in a referendum by three to one.

PUTTING the government into business is admitted by Representative Letts to be an objection to his bill authorizing the Inland Waterways Corporation, a government owned corporation, to build grain elevators and warehouses along the Mississippi River; but his argument that it is no different in principle from operating government boats on the river should be a warning to those who encourage government in business that it will be extended until all business is taken over by the government. Entry of the state into the insurance business via the workmen's compensation route was aided in 1913 in West Virginia by the coal mine operators, who have a holy horror of government operating coal mines. If the government can go into the insurance business, why not into the coal or the grain business?

A GOVERNMENT Supervisor of grain futures trading admitted to the convention at Fort Dodge recently that trading in futures had not increased after the establishment of the Grain Futures Administration. Speculation in grain is admitted to have lagged behind the speculation in stocks, where we have 5,000,000 share days when we had 500,000 share days three years ago. Speculation in stocks has put the prices of shares up sky-high, and the repression of future trading on the grain exchanges may be responsible for the present low level of grain prices. It is within the province of the com'ite on future trading of the U. S. Chamber of Commerce to ascertain the fact, and one way to do it is to address a questionnaire to every large trader in grain and cotton futures. No doubt the brokers and commission merchants handling the large transactions would be willing to forward the questionnaire to their principals, to be answered in confidence. Let us find out how much the farmers are losing in depressed prices for grain by reason of federal discouragement of large bullish operations.

CORN exportation to Cuba is a trade legitimately the province of the United States corn belt, and can be expected to grow to important proportions if let alone by the politicians. The feeder in the States needs the black-strap molasses of the Cuban sugar plantations to make palatable his low grade by-product feeds.

MOISTURE TESTERS equipped with alcohol lamps for driving the moisture out of the ground sample need to be carefully handled so as to prevent explosions. An Illinois elevator operator told of in this number recently lost his elevator and nearly lost his life as the result of an explosion in his alcohol burner.

MERGERS AND consolidations are the natural result of cutthroat competition or an over-supply of grain elevators at a station. By consolidating all the elevators at a station not only can better service be rendered to all patrons, but the business is invariably conducted along safer lines. The consolidations mentioned in the Missouri news columns in this number of the Journal are not numerous, but they reflect a continuous change which is going on to the advantage of all concerned.

CHANGING grades in the middle of a season without notice is most reprehensible when done by the federal bureaucrats; but when the Michigan Bean Jobbers Ass'n lowers the grade of choice hand picked beans as it did Dec. 10 it is all right, from the standpoint of the bean jobbers, however much the canners may object. As the millers objected to easing up on musty wheat while the grain handlers favored it so it is with the bean trade. It all depends on whose ox is gored. When the board of trade changes the grade of grain deliverable on contract all handlers are protected by the designation "new" and "old"; and it is quite possible that any canner who bought beans on the old grades could go into court and get satisfaction on attempted delivery of 2% of discolored and split beans where only 1 1/2% was expected. A change in the grade is fair enough, provided it does not apply to pre-existing contracts.

GRAIN MERCHANTS are entitled to the lowest rates of interest on their prime security such as warehouse receipts and grain Bs/L. Foodstuffs are salable when stock exchange shares can find no buyers, and the handling of grain is more essential to the public welfare than maintaining the level of share prices. Grain dealers ought not to be penalized in higher rates to curb stock speculation when the federal reserve by forcing its funds into the market at low rates has been directly responsible for creating this inflation. This situation would not have arisen had the federal reserve kept out of the money market by maintaining rates so high that the banks would resort to its rediscounts only in case of emergency. The true function of the government banking system should be to prevent failures of solvent banks in times of panic by issuing unlimited paper against their tangible assets. Manipulation of interest rates up and down for other purposes produces unfavorable repercussions.

THE METRIC system bill of Mr. Britten is not expected to receive consideration at the present short session, but it undoubtedly will be introduced this spring just for the purpose of keeping it alive and to pave the way for re-introduction at the next regular session of Congress in December. This bill should be opposed at every opportunity by all dealers who do not want to scrap their present weights and measures and destroy the comparative value of all statistics.

HAND FIRE extinguishers have saved many an elevator from destruction by fire, but all of the effective extinguishers had been kept in prime working condition, and when the time came for them to do their telling work they were ready. Elevator operators who do not see to it that their extinguishers are kept in working order will be much grieved and chagrined some day when the fire starts and the owner finds all the extinguishers empty or out of commission.

COUNTRY ELEVATOR operators who persist in shipping grain heavily laden with weed seeds and other foreign matter evidently do not believe the oft-repeated reports of the large percentage of screenings removed from grain arriving in the terminal markets. Not only are the shippers docked for the dirt, but they pay freight on it without any return. Shippers who have installed cleaners and carefully cleaned every lot of grain before shipment have found it a most profitable investment.

## Selling Merchandise for Cash Only

Every meeting of grain elevator operators in recent months has witnessed an animated discussion of the advantages of selling merchandise for cash only. Every elevator operator seems to have been thoroly convinced of the great disadvantages of handling side lines on a credit basis. Many elevator operators are chagrined to find all their operating capital and some of the banks' money is now buried in "Accounts Receivable."

Some dealers have maintained a higher scale of prices and given their cash customers a liberal discount for payment on delivery of goods. This has automatically charged the slow payer for the capital he has forced the retailer to lend him. The expense, labor and loss of time incurred in sending out monthly bills and trying to collect old accounts not only causes many grain elevator operators a world of worry, but it drives some of them into bankruptcy.

The grain dealer over the entire country pays cash for the grain he buys from the farmer and naturally expects to receive cash for any commodity he may sell to the farmer. But unless he is more persistent in his demands for monthly settlements he will lose not only much of his operating capital, but he will lose the business of the slow payer who will deliver his grain elsewhere and buy current supplies with his ready cash at some elevator where he is not heavily indebted.

The free giver of credit thru all the ages has been the easy mark for the dead beat and no doubt it will always be so. The only way

to avoid disaster from slow accounts is to do business for cash, or charge a stiff rate of interest on all open accounts not paid by the 10th of the following month.

## Increasing Appeals Show Lack of Confidence in Licensed Inspectors.

The usual reason back of a request for a new grade on appeal is that the seller believes the grain ought to be graded higher than the grade assigned to the sample by the licensed inspector. Appeals sometimes are taken because one of the parties believes the shipment to have been graded too high, or that the condition has changed since the first sample was taken. While in a few instances appeals are taken simply to have a decision that is final, on the whole appeals are taken because the judgment of the inspector is considered faulty.

Duluth overtops all markets in the number of appeals taken, 18,488, during the fiscal year ending June 30, 1928, an increase of 70 per cent in the number of appeals compared with the fiscal year preceding.

At Chicago the number of appeals was 14,436, compared with 11,796, and at Kansas City appeals were taken on 13,552 cars, against only 7,909 during the preceding fiscal year. The irregularity in the calling of appeals is indicated by the reduced number at Buffalo, where the number was reduced from 2,155 to 780.

Special local conditions may affect the quality of the inspection work, but when we take the grading at 36 leading markets in the country as a whole there must be some significance in the increase in appeals from 60,875 in the fiscal year ending June 30, 1927, to 80,618 in the fiscal year ending June 30, 1928. It can only indicate a lack of confidence in the inspectors.

Following is a table compiled by the Grain Division of the Bureau of Agricultural Economics showing the total number of appeals handled at all the leading markets by the offices of federal grain supervision thruout the United States:

Market.	1927.	1928.
Baltimore	167	319
Boston	8	
Buffalo	2,155	780
Cairo	76	83
Cedar Rapids	639	
Chicago	11,796	14,436
Cincinnati	1,181	735
Denver	118	100
Duluth	10,857	18,488
Fort Worth	992	1,216
Galveston	246	243
Hutchinson	422	476
Indianapolis	1,216	998
Kansas City	7,909	13,552
Los Angeles	21	50
Louisville	264	388
Memphis	256	193
Milwaukee	1,548	2,435
Minneapolis	7,268	8,637
Nashville	176	135
New Orleans	122	143
New York	199	109
Norfolk	24	28
Ogden	206	662
Oklahoma City	69	315
Omaha	3,136	5,460
Peoria	1,087	1,194
Philadelphia	88	58
Portland	113	216
San Francisco	21	21
Seattle	41	94
Sioux City	376	761
Spokane	68	405
St. Louis	6,300	5,616
Toledo	2,041	993
Wichita	308	649
Totals	60,875	80,618

## Implied or Express Warranty of Seed.

Leo Potishman had only three lawyers to represent him while his opponent had six, but Leo's lawyers were better, in the suit by A. S. Lewis to recover damages of the Transit Grain & Commission Co., for breach of alleged warranty of hegira for seed.

Lewis bought of the Transit Grain & Commission Co., Ft. Worth, Tex., 51,620 lbs. of hegira seed, the principal seller being the Farmers Grain Co. The lower court jury found that the hegira had been sold for seed, and gave judgment for the difference in value, \$232.29. Lewis testified:

I told him (Potishman) that I wanted a car of first-class seed hegira.

I told Mr. Potishman on January 27, 1926, that I wanted some of this hegira for seed purposes. I talked to him and told him that I wanted the seed for seed purposes. I agreed to pay \$1.60 a hundred for them. Based on my experience in the grain business hegira for chicken feed and stock feed would sell for less than that, from 35 to 40c per hundred pounds. They have to get better seed for germination. He told me that he had a car of extra good stuff. I told him that I was accumulating a car for the Priddy mill, for the Priddy Mayer Grain Company, who was cleaning my seed, sacking it and shipping it out for me. I thereafter ordered them to ship it. I closed the deal with him there, bought a car for seed purposes for \$1.60.

I could not use the seed for the purposes for which I had bought it. I asked them to relieve me of the seed and told him that I could not use it for that purpose. I was talking to Mr. Potishman. He said: "It is a surprise to me. I sold that to you for seed and I will try to arrange to get them to take it back. If I do not I will sell it and relieve you of it."

The Court of Civil Appeals of Texas reversed this decision and on Nov. 28, 1928, denied a rehearing, because plaintiff's lawyers claimed an express warranty but only proved an implied warranty. The court said: This testimony is sufficient to show an implied warranty that the hegira was fit for its intended seed purpose.

The variance between the plea and proof is fatal.—11 S. W. Rep. (2d) 260.

## Resale on Buyer's Refusal to Accept.

To apply on a contract of sale to the Eagle Rice & Feed Mills, Karl Adler, sole proprietor of the Adler Export Co., shipped from New Orleans to Crowley, La., a car of 560 bags of corn screenings that arrived June 9 and notification of arrival of which was telephoned that day by the railroad company. Postal card notice dated June 10 was mailed June 9.

The screenings started from New Orleans June 7 in good condition.

The Eagle Mills neglected to make timely request of the railroad company that the car be spotted. The car was opened June 15, and discovered to be hot but not injured, and the Eagle Mills refused to accept it. Adler had the screenings sold soon thereafter by auction at which he was the only bidder, taking them at \$25. Almost immediately thereafter he resold them to the Lake Charles Feed Co. at \$560.

Adler brot suit for the purchase price, less \$25, and was given judgment for the full amount less \$560, in the district court of the Parish of Acadia. Both parties were dissatisfied, and appealed to the Court of Appeal of Louisiana, which on Jan. 9, 1929, affirmed the decision in favor of Adler, and credited the Eagle Mills with \$560, the Eagle Mills being required to pay all costs in both courts.

The Court said: The heat was the result of defendant's fault and negligent delay in having the car placed, and in opening and inspecting it after its arrival in Crowley. The evidence further shows that the screenings, although hot when the car was opened, were not injured and should have been accepted. Defendant having refused to accept, it was the duty of the plaintiff, under the law, to take proper steps to minimize the loss. The course he pursued was the proper one under our law and jurisprudence on the subject.

The defendant was properly charged with all the loss and damage sustained by the plaintiff. There is no dispute about these items; we therefore find no error in the judgment appealed from.—119 South. Rep. 551.

## Asked — Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

## German Grain Journal?

*Grain Dealers Journal:* Is there a German grain newspaper? If so, where is it published? —J. B. Lyon.

**Ans.:** The Deutsche Getreide Zeitung (German Grain Journal) is published at Cöpenicker Strasse 48/49, Berlin S. O. 16, Germany.

Die Muehle (the Mill) a weekly publication calling itself the oldest milling publication on earth, being now in its 66th year, is published by Moritz Schaefer, Salomon Strasse 8, Leipzig C 1, Germany.

## Storage Tickets on Mortgaged Grain?

*Grain Dealers Journal:* After a farmer had delivered his grain and received storage tickets therefor it was discovered that his crop was mortgaged. The farmer used the tickets as collateral to borrow money at the bank, and the banker knew of the existing crop mortgage. Could the banker hold the elevator for the loan? —H. J. Brunk.

**Ans.:** If the bank made claim the grain buyer could defend by asserting the grain was being held for the true owner as it might appear. The bank was entitled to what was left after settling with the chattel mortgagee whose claim comes first, the farmer being unable to give the bank a better title than he himself possessed, with the exception that had the banker not known of the mortgage he would have been the innocent buyer of negotiable warehouse certificates for value and entitled to the goods, in which case the grain buyer would have to settle with both the mortgagee and the banker.

## Liability for Shipping Stored Grain?

*Grain Dealers Journal:* The elevator company here has liabilities of \$78,000 and possible assets of \$48,000, and is still doing business with \$41,000 due farmers for stored grain shipped, hanging over it, and no money with which to settle.

The company is continuing to take in grain. Settlement is being made for grain now received, but they will make no settlement for grain taken in prior to an audit the fore part of January. They are showing considerable partiality in making settlement for grain handled the latter part of December and the very first of January.

It looks as tho a commission house with which the company has done business will take over the outfit, subject to a meeting of stockholders next week.

Is it a criminal offense to ship out stored grain? Does it apply to manager only or to the directors also? I would hate to see the integrity of the directors assailed, several of whom I regard very highly, even tho I think this has been done partly with their knowledge. —Myron King, Illinois.

**Ans.:** If it was commonly understood by all concerned that the elevator company received the grain into its house with the privilege of shipping out and settling at the market price later when the farmer came in to settle, the manager and the directors are not guilty of embezzlement or larceny as bailee. The situation is that of debtor and creditor.

On the other hand, if the grain was delivered to the elevator with the understanding that it was to be stored for the account of the party delivering to the elevator, the manager or the directors must produce the grain, or settle for it, or stand trial for larceny.

The fact that the manager was conducting the business with honorable intentions will not avail to keep him out of jail. This was the sad case of J. C. Folger, grain dealer of Alton, Ill., who on Oct. 26, 1926, had his sentence to 5 years in the state prison confirmed by the Supreme Court of Iowa. His first trial was for embezzlement of money, but of this the court held he was not guilty. The charge of larceny of property then was brot, and the jury accepted the statement of the farmer who claimed he delivered the oats under an express oral contract for the storage thereof. This case was fully reported in the Journal Dec. 10, 1926 page 679.

## Use of Automatic Scales?

*Grain Dealers Journal:* Some years ago the Journal published a series of articles dealing with the use of automatic scales in country elevators for shipping grain. When did these appear? —W. Louis Brocker, Canadian manager, W. & T. Avery, Ltd., Toronto, Ont.

**Ans.:** In the Journal for Mar. 25, 1922, page 402, appeared an article by H. S. Spencer, scale inspector of the Santa Fe Ry., on automatic grain weighing scales.

Other informing articles appeared Mar. 10, 1919, page 410; Aug. 25, 1919, page 348; and one by J. B. Sowa, scale inspector of the Illinois Grain Dealers Ass'n, Nov. 25, 1919, page 941.

## Obligation to Grant Site?

*Grain Dealers Journal:* Some time ago we read in the Grain Dealers Journal that railroad companies were obliged to lease land at stations for elevator and other uses at a fair rental. Please tell us in which issue it appeared as we cannot find it now. —F. S. Wertz & Son, Reading, Pa.

**Ans.:** This appeared in "Asked—Answered" department, page 88 of Jan. 25, 1929, number, and has reference to Minnesota and North Dakota.

It is compulsory on the railroad to provide a switch track connection in all states; but it is compulsory to grant a site for a building only in the few states that have such a statute.

Every country elevator is a depot for facilitating the shipment of bulk grain over the railroad. At one time the trunk lines of C. F. A. territory provided depots for bulk grain and at many stations leased bins to grain shippers. The railroad provides depots for package freight and cars for bulk shipments. Having obtained its right of way by condemnation for railroad purposes it is doubtful if it could legally lease any part of it for any use that did not promote transportation.

## Regulation of Grain Business?

*Grain Dealers Journal:* We hear considerable discussion about pending legislation which would regulate the grain trade and eventually have more or less effect on the operation of country elevators.

Some operators have the idea that if present plans go thru, one elevator in each town would be designated to handle the grain from surrounding territory and where there is more than one elevator at a point it would have some effect on their valuations. Would you kindly advise us what is in sight in this respect?

It was our intention to expand our operations somewhat but if something like this is in sight, would prefer to await the outcome. —Syler & Syler, Nappanee, Ind.

**Ans.:** Under the constitution of the United States it is not possible to enforce compulsory pooling of grain, lumber, coal, clothing, gasoline or automobiles, in time of peace.

In the absence of such a monopolistic trading agency any corporation created under any law to be enacted would be only one more addition to the corporations and firms already engaged in the grain business. Without a subsidy from the government the government corporation would have to buy from all and sell to all in order to keep producer and consumer from going around it. It could not designate one elevator in each town to handle all the grain, because the farmers would haul to the elevator that paid the best price; and, as government service is always more costly than private enterprise, the government corporation could not meet the competition, without a subsidy levied upon the taxpayers.

No compulsory pooling or equalization fee can be enforced, as it is contrary to the clause in the constitution forbidding the taking of property without compensation. Neither the independent nor the co-operative dealers have anything to fear from the agitators who are preying upon the farmers, while pretending to be seeking special privileges and support for their dupes and Congress.

## Nebraska Proposes Bill to Curb Grain Dealers.

Following the lead of the Federal Government thru its Department of Agriculture, many states have taken action which sometimes seriously interferes with the grain dealers, and their freedom in trade. The trade has been prosecuted for several years and the prosecution continues. The latest has been introduced in the Nebraska State Legislature by Senators C. W. Johnson of Cheyenne county, A. B. Woods of Scottsbluff county, and Dwight Griswold of Sheridan county, and is known as Senate File No. 145.

It is titled: For an Act delegating to the Nebraska State Railway Commission supervision over the grain business of the state except in terminal houses, requiring posted licenses to merchandise grain and fixing fees therefor, fixing the standard of grades, prohibiting discrimination, fixing conditions and rates for storage and grain handled on consignment, requiring bonds for handling grain for storage, on consignment or on contract, requiring reports, records and inspections, and repealing sections 7224, 7225, 7226, 7227, 7228, 7229, 7230 and 7231 Compiled Statutes of Nebraska for 1922.

The bill provides a definition of the grain handlers to which it applies and makes other provisions, principal among which are the following:

**Public Warehouses:** All elevators, track loaders, flour, cereal and feed mills, malthouses and warehouses in which grain is received, stored, or handled, situated on the right of way of any railroad company or adjacent thereto, to be used in connection with a line of railway at any station or siding, other than those defined in this section as terminal station, shall be known as grain dealers and shall be under the supervision and subject to the inspection of the Nebraska State Railway Commission. Terminal points shall include all stations within the state of Nebraska at which is located a federal inspector under the jurisdiction of the supervising inspector of the Department of Agriculture located at Omaha, Nebraska. All elevators, track loaders, flour, cereal and feed mills, malthouses or warehouses located on any line of railway in terminal points receiving grain direct from producers in less than minimum carload lots shall be required to conform to all laws relating to grain dealers.

Section 2 provides that all grain dealers must be licensed.

Sec. 4 sets forth the requirements for grading of grain, and says, all grain dealers shall grade grain in conformity with the official grades established from time to time by the secretary of agriculture of the United States.

Sec. 5, Provides for the keeping of records.

Sec. 6, Provides for the filing of reports each year on or before the first day of July, on forms prepared by the Railway Commission. (This report must contain an itemized and verified statement of all business transacted the previous year).

Sec. 7, Provides for the inspection of the books and records by the railway commission.

Sec. 8, Provides for the issuance of scale tickets, etc., etc.

Sec. 9, Prohibits discrimination and says, no such grain dealer, or its management, which engages in any or all the activities of merchandising, shipping, consigning, storing, or any other grain handling activity, shall discriminate in the charges made or the services rendered to any person, partnership, ass'n or corporation seeking like sales or services within the scope of the usual or occasional activities of such grain dealer.

Sec. 10, Provides for the arrangement for sale of storage at time of delivery of grain and the scale ticket shall be proof of such an arrangement. It also provides that each non-bonded grain dealer shall post a notice to that effect at his scales.

Sec. 11, Provides for the bonding of grain dealers who receive grain on contract for storage or shipment on consignment.

Sec. 12, Provides for the monthly report to the railway commission by each warehouseman.

Sec. 13, Declares grain dealers "shall receive grain for storage or on consignment without discrimination. Every local bonded warehouseman to whom a storage permit shall be legally issued shall receive for storage, so far as the capacity of his warehouse will permit, as set forth by him in his application for permit, all grain tendered to him without discrimination of any kind, provided such grain is in warehouseable condition. Every local bonded warehouseman to whom a permit shall be legally

issued to handle grain on consignment shall receive for consignment all grain tendered him without discrimination.

Sec. 14. Provides that the Railway Commission shall promulgate forms and fix rates. Also fixes the maximum rate for storage of wheat and rye as not more than 3½c per bu. Corn and oats 2½c per bu. for the first fifteen days and one-thirtieth of one cent per day thereafter, also that fees for consigned or shipped grain shall not exceed 3½c per bu. for wheat and rye nor 2½c per bu. for corn and oats.

Sec. 15. Provides that the warehouseman shall be held liable to the owner for the delivery of the kind, grade, and net quantity of grain called for by the storage receipts.

Sec. 16. Provides that the storage receipts shall be limited to the actual grain received.

Sec. 17. Provides for the delivery of stored grain on surrender of the storage receipt. Sec. 18. Provides for the termination of the storage contract.

Rolland F. Ireland, Lincoln, 1st vice-pres. of the Nebraska Ass'n of Grain Elevator and Mill Operators, says he regards this bill as very important and suggests immediate action by getting in touch with Senators, obtaining copy of the bill and studying it carefully.

It is noticeable that the Senators who introduced it come from Cheyenne, Sheridan and Scottsbluff counties, way out in the west end of the state where a great deal of range land is presumably still free and transportation is recognized as limited. Cheyenne county has one main line of railroad on which is an average of approximately two elevators at a station, except for Sidney, which has more. Sheridan county is in just about the same condition. Scottsbluff county depends upon sugar beets raised in the irrigated stretches of the upper North Platte River basin and is woefully unfamiliar with grain as it is known in the big grain sections.

The promulgators of the bill propose to have the state tell the grain dealers what kind of bookkeeping systems they shall use, and give a verified (does it mean impartial audit to be made by an auditing firm?) statement of the previous years business once a year, in addition to monthly reports.

The bill proposes to set maximum handling charges for consigned grain.

Essentially it looks like somebody in the Nebraska Legislature is seeking to invest the Nebraska State Railway Commission not only with autocratic power to regulate but also with power to snoop into all the private business affairs of the grain dealers. Grain dealers of the state should take a vigorous stand against the proposal.

## London to Establish Wheat Futures.

Plans for opening a c. i. f. wheat futures market in London early in March, are being effected by the London Corn Trade Ass'n. Its location will be in the heart of the banking, shipping and insurance district, on the Baltic Mercantile & Shipping Exchange.

Trading is expected to be confined to No. 3 basis, Manitoba wheat, the sellers will be privileged to deliver Nos. 1, 2 and 4 grades at fixed price differentials, wheat from the Pacific coast to be accepted at similar differentials.

The unit of trading will be 1,000 quarters, a quarter being 480 lbs. Recording of price fluctuations will be done to half pennies per quarter.

Hours will be between 10:30 a. m. and 4:15 p. m., except Saturday, when the market will close at 12:15 p. m.

For fifty years the foreign wheat dealer and miller has dealt in wheat for future delivery in U. S. markets. Petty regulations instituted by Senator Capper and other meddlers with business is slowly driving this business to foreign exchanges. When future trading in the U. S. is strangled by Federal regulations foreign dealers will no longer be dependent upon the U. S. grain exchanges for their protection against market vacillations. The destruction of the U. S. grain exchanges by the political agitators will rob the producers of their public markets and make them dependent upon foreign buyers for their quotations.

## Caraway Bill Against Futures Defeated.

The Senate debated the Caraway bill to prevent trading in grain and cotton futures Feb. 13. Senators Capper, Caraway and Frazier took advantage of the opportunity to characterize trading on exchanges as gambling.

Senator Simmons spoke against the bill, as did Senator Ransdell of Louisiana, who said its passage would bring a terrific disruption of business.

The vote, Feb. 14, was 47 to 27. The Senators who voted in favor of this ill-considered piece of legislation are:

Republicans (11), Blaine, Borah, Brookhart, Capper, Frazier, Jones, McMaster, Norbeck, Norris, Nye, Waterman.

Democrats (15), Black, Caraway, Dill, Fletcher, George, Harris, Heflin, King, Mayfield, Neely, Robinson of Arkansas, Sheppard, Thomas of Oklahoma, Trammell, Wheeler.

Farmer-Labor (1), Shipstead.

## Protein Bill Favorably Reported.

The Senate Com'ite on Agriculture and Forestry on Feb. 18 made a favorable report on S. 5632, a bill by Walsh, appropriating \$285,000 to be expended by the U. S. Dept. of Agriculture in making tests of wheat for the protein content.

The bill is known as the "Federal-State Protein Testing Act," and authorizes the sec'y of agriculture to designate the points where laboratories shall be established, to disseminate estimates on the protein in wheat in any given area, to co-operate with state agencies in operating laboratories and to prescribe the fees to be collected for tests.

Nils A. Olsen, chief of the Buro of Agricultural Economics of the Department of Agriculture, appeared before the com'ite to argue in favor of the bill. He said that he believed protein premiums could be stabilized. This stabilization would be attempted, he asserted, by making preharvest protein tests and obtaining a complete picture of the probable percentage of high protein in the crop to be harvested.

Another army of useless bureaucrats is approaching. Its establishment will increase the cost of marketing wheat.

## State Co-operative Copies Chain Store Idea.

The Ohio Farm Bureau Corporation, Columbus, has been set up by the Ohio Farm Bureau Federation, and the corporation, among other things, is establishing local service stations on the chain-store plan. At the beginning of 1928 there were stations at six points. Only one of these, however, had a warehouse. By the close of the year, five of the six branches were provided with warehouses and other marketing facilities. In addition, six new branches had been established and equipped for co-operative marketing and purchasing. In one instance a merchandising and milling business was taken over. Applications were on file for the establishment of branches at nine additional points. In some cases these replace local co-operative ass'ns, share capital in the Ohio Farm Bureau Corporation being exchanged for the capital stock of the local enterprises.

These branch service stations are prepared, in most cases, to ship livestock, concentrate wool for shipment to the Ohio Wool Growers' Co-operative Ass'n, distribute fertilizers, feeds, auto tires, farm implements and other supplies required by farmers.

The branches are managed from the central office in Columbus, where the bookkeeping is done and where contact is made with the state-wide marketing and purchasing ass'ns.

## New Working House of Chicago Elevator.

After having been in constant service for a period of over 25 years the wood working house of the John E. Bastien Grain Co. on the Grand Trunk R. R. at Chicago, was destroyed by fire during the month of February, 1928. The concrete walls of the adjoining storage annex were not materially damaged, only the sides of the tanks that were exposed to the fire had their walls of concrete spalled, which was later repaired at comparatively small expense.

The John E. Bastien Grain Co., after various designs and proposals were submitted, adopted that of the M. A. Long Co. and awarded it the construction of the elevator. The elevator was built entirely of reinforced concrete, and consists of a basement, first story, and storage bins for a capacity of 43,600 bus., surmounted by a cupola consisting of a bin floor, scale floor and head floor. The working house is 27 ft. wide, 48 ft. long, with a total height of 142 ft. and walls 8 in. thick.

For the receiving of grain two car unloading pits were provided, each having one pair of Clark Automatic Shovels.

The track shed is 80 ft. long, framed of steel and covered with corrugated siding.

Grain is discharged by gravity direct to the receiving elevators, which in turn elevate and discharge into a garner, whence grain drops into a scale hopper where it is weighed, spouted to the nearby bins in the workhouse or to the 24-inch storage belt conveyor leading to the annex or to a workhouse bin that in turn discharges grain by gravity into the drier. In addition to the two receiving legs a transfer or drier leg was installed arranged to discharge direct to the scales or by means of spouting to the workhouse bins or storage conveyor. The elevating belts are 12 ins. wide and fitted with 10x8x8 Buffalo Buckets.

Provision was made for the future installation of a cleaner on the first floor of the workhouse.

The fire also damaged the drier building and the drier machine. A new Hess Drier of 750 bus. hourly capacity was installed and the drier building was enlarged and equipped with a modern dust collecting system furnished by the Cyclone Blow Pipe Co. The drier conveyor belt is 18 ins. wide.

Formerly the plant was steam driven, but as electric power was substituted the engine room was repaired and converted into a dust house where the dust is now sacked as it accumulates. Steam for the drier is furnished by means of oil burning boilers which were not damaged by the fire. A fireproof roof was installed over the boiler room to replace the wooden one that burned.

All machines are driven by individual squirrel cage induction type electric motors furnished by the Allis-Chalmers Mfg. Co., comprising one 25-h.p. motor for the car puller, four 20-h.p. motors, for the three elevator legs and drier fan, two 15-h.p. motors for the storage and shipping belt conveyors, three 7½-h.p. motors for the two car shovels and dust collecting system, and one 5-h.p. motor for drier belt conveyor. The electric current is transformed at the site to 60 cycle, 3 phase, 440 volt alternating.

A steel frame counterweighted manlift gives access to the scale floor and intermediate levels.

The car puller was furnished by the Webster Mfg. Co.; silent chain drives by Morse Chain Co.; belting by the Diamond Rubber Co.; spouting and manhole frames and covers by Weller Metal Products Co.

The engraving on outside front cover page shows the new working house and pre-existing concrete bins.

# Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

## Bulk Handling More Convenient.

*Grain Dealers Journal:* There is no question as to bulk being the more convenient way of handling wheat.

The greatest objection is that when combined harvesters are used a certain amount has to be carried on the machine where trucks haul to elevators. With the use of trucks in hauling very few of the farmers care to build their own elevators at home, thus leaving the towns to bear the burden. Bulk storage costs 3 to 4 times as much as sacked, and most of the material in a sack storehouse is useless in a bulk building. It means a very heavy additional expense in making the change, but it will have to come.

More farmers now want to bulk, but want to see what chances there are for their grain being taken care of. There probably will be very much more contracted before harvest this year, and, if so, it will relieve the situation very much.

We bulked over 50,000 bus. of sacked wheat in our new sacked house last year, having just a leg with which to load cars, which stopped any serious congestion. By storing on the Sound we got thru very well the last two years. As the winter wheat crop will be short this year it is not advisable to store spring wheat in an export elevator.—F. F. Wollenberg, manager Edwall Warehouse Co., Edwall, Wash.

## Corn Sugar and Prohibition.

*Grain Dealers Journal:* Corn sugar, which a few years ago was a matter of considerable concern politically because the corn belt farmers wanted an amendment made to the Pure Food and Drugs Act whereby it could be used without the product it was used with being labeled as containing "dextrose," has apparently been definitely pigeon-holed. Corn prices have been reasonably high and the farmers have apparently ceased to concern themselves with broadening the market for corn sugar.

In the meantime the product has found its own market and production in 1927 had mounted to 904,830,682 lbs., according to Department of Commerce figures. Last year this was further increased to 968,600,525 lbs., which necessarily used at least 25,000,000 bus. of corn, more than all the distilleries in this country used in the very hey day of their glory.

Prior to prohibition only a small amount of corn sugar was produced and sold, as in 1919 when government statistics reported only 100,130,000 lbs. The jump in production came as a consequence of prohibition, for the moonshiners discovered corn sugar was not only cheaper than cane sugar, but was much better for their purpose. Corn sugar was no longer confined to the limited market furnished by the bakers, confectioners and ice cream manufacturers, the only class permitted to use it without telling their customers thru printing the information on the labels.

The corn belt farmer, so insistent upon prohibition and the evils of strong drink, who was in great measure responsible for passage of the Volstead Act, is now profiting by the very thing he tried to kill, drinking of intoxicating liquors. Strangely, the discovery has not caused him to support prohibition less.

He is not alone in his profits, however, nor in his support. Down in the California vineyards the grape growers' smiles support the Act just as ardently, for the demand for grapes multiplied itself almost 10 times. All hail prohibition!—J. W. Wilkinson.

## Bulk Handling in California.

*Grain Dealers Journal:* Being more or less of a new arrival from the middle west it looked to me like there might be possibilities in the line of building elevators out here.

Studying the proposition somewhat I found that there would be a big saving to the farmer by adopting the plan of handling grain in bulk. A very limited start has been made in this direction. The old custom of handling grain in sacks is so deeply rooted it is hard to overturn. Getting them to change to bulk handling is slow work.

A warehouse man told me the other day that two years ago he went out among his trade and got signed contracts for 100,000 bus. of grain to be delivered in bulk. He intended then to change his plant over to bulk handling. As soon as the big sack concerns heard of this they sent men into that territory to scare the farmers with talk about not being able to get rid of their grain if it was not sacked; and about one-half of the farmers begged him not to enforce his contracts, so he dropped the idea for the time.

This was in a barley district, and as most of the barley goes for export trade every sack is sampled and graded.

I think bulk handling is coming, but it looks like a slow process. Where grain is being handled in bulk they would not go back to sacks if the sacks were given to them.—Chas. F. Unger, Sacramento, Cal.

## Wise Farmers Will Grow Barley for the Best Market.

*Grain Dealers Journal:* Producers would no doubt take more interest in the kind of barley grown if they were more familiar with the different uses for this cereal. Unfortunately, at this time, the grading of barley by Inspection Departments is of very little help in determining its true value to users.

Barley, sent to terminal markets for disposition, finds its way into one of four channels: for export, for poultry food, for pearlizing and for malting. An analysis of the barley trade in recent years indicates that the barley used for Pearlizing and Malting purposes, brings, by far, the best prices. Barley used in Poultry Food is classed next in value, and, that exported brings relatively the lowest prices.

Virtually all barley sold for export in recent years has been sold by grade, the specifications for which are quite liberal, allowing the use and admixture of all different types, also allowing a liberal percentage of other grains. It need meet perfunctory requirements, such as test weight, moisture and apparent soundness.

The use of barley for poultry food also permits the use of different types, such as mellow, hard or barley of vitreous character, but as most poultry food formulas do not register oats as an ingredient, any mixture of oats makes barley unsuitable for this purpose.

Barley for Pearlizing purposes should be large berried, free of oats and other admixtures. It must be mellow so that it will pearl white or cream colored. For this reason hard or alkali barley is not suited to this purpose.

Malting barley requirements differ according to the grade of malt for which the barley is intended, however, in all cases the barley should be mellow. For Fancy Malt only the largest berried, light or straw colored barley,

which shows a very high percent of germination is desired. The requirements for Choice Malt are only just a little under that for Fancy Malt. For Standard or Diastatic Malt, color, percentage of germination, size of berry, may all be under that for Choice Malt, but should never test under 88% in germination.

Inasmuch as No. 2 Barley under the inspection rules may be barley that is hard or vitreous or a mixture of different types, and as even this grade may contain as much as ten percent of oats, it is easy to see why the Pearler, Maltster or Poultry Food manufacturer cannot buy barley by grade alone.

From this it will be seen that to produce the type of barley which usually brings the highest price, one should select the right type of seed, and, regardless of the type selected, it is most important the seed should be as free from other grains as it is possible to procure. Barley shippers can help their farmer patrons by supplying them with clean seed of pure variety which will always command a premium in any market. Barley of good malting quality is always in demand.—A. W. M.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

March 4-5. Oklahoma Farmers Grain Dealers Ass'n, Enid, Okla.

March 6-8. Farmers Co-operative Grain Dealers Ass'n of Kansas, Hutchinson, Kan.

Apr. 17-18. Western Grain Dealers Ass'n at Cedar Rapids, Ia.

May—Illinois Grain Dealers Ass'n at Peoria, Ill.

May 6-10. American Ass'n of Cereal Chemists, Kansas City, Mo.

May 21-23. Pacific States Seedmen's Ass'n Fourth Annual Convention, Hotel Del Monte, Del Monte, Calif.

June 4-5. Central Retail Feed Dealers Ass'n, Hotel Plankinton, Milwaukee, Wis.

June 6-8. American Feed Manufacturers Ass'n Annual Convention, French Lick Springs Hotel, French Lick, Ind.

June 9. Nebraska Farmers Elevators Managers Ass'n mid-year meeting, Horky's Park, Crete, Neb.

June 17-19. Montana Farmers Grain Dealers Ass'n Third Annual Convention, Havre, Mont.

June 26-28. American Seed Trade Ass'n at Chicago, Ill.

July 8-9. National Hay Ass'n, Toledo, O.

Oct. 14-16.—Grain Dealers National Ass'n, Hotel Pere Marquette, Peoria, Ill.

Oct. —. Nebraska Farmers Elevator Ass'n, Lincoln, Neb.

The coefficients of correlation between rainfall and temperature and yield of corn for the period 1912-1925 is shown in tables by G. Hoxmark published in "Corn in Argentina," an Argentine agricultural bulletin. November and December seem to be the critical months. The bulletin shows meteorological conditions during the planting season are of practical importance in forecasting the probable yield.

**Fumigation of Stored-Product Insects** with Certain Alkyl and Alkyline Formates, by R. T. Cotton and R. C. Roark, deals with studies of certain alkyl and alkyline esters of formic acid. The vapors of methyl, ethyl, *n*-propyl, isopropyl, *n*-butyl, *sec*-butyl, sibutyl, isoamyl and allyl formates are toxic to insects infesting stored products such as rice weevils. With the exception of methyl and ethyl formates these formates can be made free of fire hazards by the addition of carbon tetrachloride to the extent of 60 to 75% by volume. Published in bulletin form (*Indus. and Engin. Chem.*, 20, 1928). U. S. Department of Agriculture.

# Attack Disclosure of Individual Future Trades

Argument in the suit of the Bartlett Frazier Co. against Wm. M. Jardine, sec'y of agriculture, the Chicago Board of Trade and G. E. Q. Johnson, U. S. Attorney, to restrain the enforcement of that part of the Grain Futures Act that requires reports to be made of individual future trades was heard Jan. 26 by Judge Wilkerson in the U. S. District Court at Chicago.

James E. Bennett and others were intervenors.

An able argument was made in behalf of plaintiffs by their solicitors, Frederic Ullman, and E. R. Morrison, from which we take the following:

## Argument.

**The existence of the power to regulate does not justify violation of the constitutional guarantees.**—Dealing in grain futures is not in and of itself interstate commerce. *Hill v. Wallace*, 259 U. S. 44. Congress, therefore, has no primary general supervisory or regulatory powers over the business of plaintiff. The right of Congress to regulate grain exchanges at all is based exclusively on the finding contained in the Grain Futures Act that thru abuses, such as manipulation and control, the prices of grain may be affected in a manner detrimental to interstate commerce and thereby such commerce is burdened. *Board of Trade v. Olsen*, 262 U. S. 1. It is evident that the jurisdiction exercised by Congress on this limited ground must be in itself limited, and cannot be used as an excuse for throwing open to official or public gaze private books and records of the business of the parties engaged in these transactions. And under the excuse of regulation of these specific abuses, the representatives of the government are not authorized to rummage thru the plaintiff's books and papers. And this is true whether their avowed purpose be to detect violations of the Act or any other purpose.

These examinations will not be confined to regulatory purposes, but that they necessarily will expose the plaintiff and the individual intervenors to the possibility of criminal prosecutions involving heavy fines and imprisonment.

It is apparent, therefore, at the outset of the case that there is no inherent right in the government, from the character of plaintiff's business, to make the plaintiff's affairs public, as those of a railroad company now may be.

The plaintiff has never been charged and is not now charged or suspected of engaging in or attempting to engage in any of the abuses specified in the Act and is entitled to go peacefully about its business, free from the constant policing and surveillance of its business. And especially is this true in view of the fact that the disclosures compelled are not the result of legal proceedings or warrant, nor of any complaint or charge of violation of law. Such fishing expeditions into the papers of private corporations on the possibility that they may disclose evidence of infractions of law are condemned by the courts.

**Unlimited power to require reports.**—Counsel for the government distinctly recognize that any power to require reports and inspect records must be "within proper limits." The argument seems to be, however, that regulation can be carried on intelligently if the government is permitted not only to invade plaintiff's premises at will and examine all of its records in relation to its grain transactions, but also to compel the plaintiff to act as a policeman in respect to his own business and furnish the government information as to transactions then in progress. So could crime be more intelligently prevented and punished if the agents of the government were empowered to enter at any time the premises of any person or corporation possessing the ability to commit a crime. But the lowest criminal, however guilty, cannot be subjected to that indignity, without warrant of law, and the fact that this plaintiff is innocent does not deprive it of the protection of the 4th Amendment. Nor can the government seize papers of merely evidentiary value, even under a search warrant. The production of these books and papers can only be compelled in proceedings instituted in the orderly administration of justice and after due complaint and proper showing of right.

Fitz, Supervisor, constitutes himself the judge as to the extent of the examination required "in the proper handling of the immediate situation." He assumes the right to intrude himself into plaintiff's premises without let or hindrance, to determine what books he shall examine and the extent of his examination. He claims the right to examine all of the transactions in either cash grain or futures consum-

mated at, on or in a Board of Trade; this includes all trades for future delivery, and, as alleged in the bill, the records of the aforesaid cash transactions are necessarily so intermingled with transactions not consummated on the Board, that a disclosure of the contents of those records in effect, amounts to a disclosure of all the business of the plaintiff. Inasmuch as the prices at which grain is purchased and sold is shown by these records, the disclosure covers the entire active business of the plaintiff.

**Manipulation undefined.**—And the very purpose of the surveillance is shrouded to a certain extent in mystery and uncertainty. "Manipulation" is an offense for which, under the Act, plaintiff and its customers may be punished. But the Act nowhere defines what "manipulation" means. Every purchase is made in the hopes that the market will go up, and the more purchases and the larger the purchases, the more the market is strengthened. When does this natural course of events cease to be legitimate business and become manipulation? Nobody can determine except the self-constituted Judge, the defendant Fitz, who is in charge of this market, or the Secretary of Agriculture, his superior. If Fitz or the Secretary of Agriculture says to the Board of Trade that the law has been violated, they must try the offender. If the Board acquits him, then the Board itself may be put on trial and its designation as a contract market suspended or revoked.

The result of this is only too evident. The grain exchange supervisor, and in the final analysis, the Secretary of Agriculture, is invested with a despotic power which none dare question and which is without parallel in the federal statutes.

**Filing the Required Reports Is Causing Plaintiff to Lose Business.**—Counsel asks where plaintiff's lost business is going. The answer to this question is very simple. Much of it has gone to the Winnipeg market. Much of it has simply disappeared not because it is not legitimate business but because many men refuse to engage in business on a large scale, which is highly competitive and which is exposed to the dangers to which we have referred. Many men refuse to engage in business where their daily operations are laid before Government agents with practically unlimited powers to denominate their operations as "manipulation." That the agents of the Department of Agriculture assume the right to so denominate transactions is obvious and will not be denied. In the final analysis the trader who resists the power may have his case tried either before the Commission or before the Board of Trade, but if he receives an adverse decision he may lose his membership and be deprived of all right to do business on a contract market. It is inconceivable that this would not have a tremendously depressing effect upon the grain business.

**Indefiniteness of the Act.**—One avowed purpose of the Grain Futures Administration is to prevent and detect violations of the Act which makes "manipulation" an offense. The very indefiniteness of this offense adds terror to the situation inspired by the defendants. If we assume that manipulation is capable of being defined, it is nevertheless true that it has never been adequately defined by any competent authority so that plaintiff cannot with any certainty determine whether or not he is violating the Act. If the Secretary's agents assert that any given transaction is a violation of the Act, the plaintiff is precluded from testing the question unless it wishes to jeopardize its entire business as well as the rights of its customers.

Plaintiff therefore is not only subjected to an invasion of his premises and the flouting of his rights, but also to the tyranny of unbridled authority.

The construction of the Act for which these defendants contend and the powers which they claim are conferred upon them, are without a parallel. Even in the cases cited, where attempts were made to exercise somewhat similar invasions of the right of privacy, there was no attempt or claim of right to keep parties under this continued daily harassment. Not an authority is cited which can be held to justify the rights claimed by these defendants. And as has been more than once pointed out in this brief already, the mere fact of engaging in interstate commerce does not make men's affairs public, as those of interstate carriers are now held to be.

But here a great industry, as to which Congress had never had the right of regulation, and which had existed for many years undisturbed by the federal government, is suddenly discovered to possess such a pernicious effect upon interstate commerce that it is not only regulated, but regulated in a manner never before

sanctioned in respect to any private industry or calling. It is most significant that this change from utter lack of regulation, to the extreme possible degree of regulation, should have come in one step. And we believe that the very violence of the measures thus conceived is in itself an indication of a poorly veiled attempt to exceed the constitutional limitations.

Among the allegations of fact in the plaintiffs' bill of complaint are the following:

## Amended Bill of Complaint.

**Privacy Essential to Business.**—The carrying on of the business of plaintiff as aforesaid requires business privacy, and such business is and must be of a private and confidential nature, otherwise other persons engaged in the same business, knowing the amount of the open purchases or sales for future delivery made by plaintiff or its customers, would be able, by reason of such knowledge, to anticipate the market or to conduct their own operations so as to profit therefrom and to cause the plaintiff and its customers thereby, large losses; that knowledge of the open trades and open net position of plaintiff and its customers and other members of the Board of Trade in respect to cash and future transactions, or either, constitutes a trade secret of the most vital importance in the conduct of the business of buying and selling grain; that large mill and elevator interests, customarily conduct hedging operations, that is to say, plaintiff and its subsidiaries, and other companies, who are customers of plaintiff, frequently and customarily own more than 500,000 bushels of wheat and/or corn in store and in transit and under contract of purchase, and to protect such grain against market fluctuations, they sell equivalent amounts of such grain for future delivery, and from time to time, as delivery months approach, they close their outstanding contracts by making offsetting contracts and resell for future delivery in succeeding months, thereby transferring their hedges to later maturities, and such transfers of hedges is essential to the conduct of the business of plaintiff and its customers; similar hedging processes are used in respect to large amounts of grain in cases where cash grain or grain products, not actually on hand, have been contracted for deferred shipment, and grain for future delivery is purchased for protection against market advances; this process requires purchases and sales in large amounts, all of which would be jeopardized and the transactions subjected to loss if the amounts involved in such transactions were known so that other persons, firms or corporations could anticipate the necessity for the repurchase or resale of grain for future delivery involved therein.

**The Objectionable Order.**—On Nov. 1, 1927, the defendant L. A. Fitz, Grain Exchange Supervisor, and acting under the instructions and authority from the defendant William M. Jardine, as Secretary of Agriculture, made and issued the following written requirement, and caused the same to be served upon the plaintiff and all other clearing members of the Board of Trade of the City of Chicago, to wit:

"November 1, 1927.

To all Clearing Members  
of the Board of Trade  
of the City of Chicago.

Gentlemen:

On and after November 1, 1927, you will kindly report to the Grain Futures Administration, daily, each and every account having a net open interest in any one future amounting to 500,000 bushels wheat, corn or oats or to 200 bushels rye.

In rendering your report use same code designation you have formerly used for all old accounts and use new code designation for all new accounts.

With your first report that includes new accounts send separate letter identifying new code numbers by giving corresponding name and address of person or firm.

Very truly yours,  
L. A. FITZ,

Grain Exchange Supervisor."

Said requirement, order and demand is now outstanding and has never been rescinded, modified or annulled.

That the defendant William M. Jardine, as Secretary of Agriculture, and the defendant L. A. Fitz, as Grain Exchange Supervisor, have at various times since the said 4th day of May, 1923, demanded the right to examine and, over the protest of this plaintiff, have examined certain of the books and records of this plaintiff covering its transactions in sales of cash grain and sales of grain for future delivery.

**Divers of plaintiff's customers.**—who now have, or who from time to time have, under their control net open interests in various grain futures in an amount of such grain in excess of 500,000 bushels, each, which said purchases and sales have been made by or through plaintiff, and with other members of said Board of Trade, and which appear upon the books and records of plaintiff company, have protested to the plaintiff against the filing by it with defendant

L. A. Fitz, as Grain Exchange Supervisor, or with the Department of Agriculture, of the reports required by said orders, and each of them; that by reason of said requirement of Nov. 1, 1927, made by the said Secretary of Agriculture through the defendant Fitz, and by reason of the various requirements of the same or similar import theretofore made, the plaintiff has lost and will continue to lose much business in respect to handling such purchases and sales for future delivery, and has suffered irreparable damage thereby.

Plaintiff states that said reports, when filed, are subject to the inspection of divers and sundry employees of the Department of Agriculture in the City of Chicago; plaintiff further alleges, on information and belief, that there is constant danger that the general market position of plaintiff and traders, and grain dealers generally in the market, may become known to other persons and firms operating on said market through illicit or negligent divulgence of information contained in said reports, all to the great damage of plaintiff herein, as elsewhere more specifically set forth in this bill of complaint.

**Act Is Indefinite.**—That said Act is so indefinite in its provisions and requirements that it is impossible for the plaintiff or its customers or the other members of the said Board of Trade to determine in advance whether any act or acts are a violation of the provisions of the Grain Futures Act, or to determine what is manipulation of the market price of grain as set forth in Section 5 of the said Grain Futures Act, nor has it ever been determined by any Court of competent or final jurisdiction as to what constitutes a violation of the said provisions of said Act, or any of them.

The rules and regulations issued and promulgated by the said Henry C. Wallace, as Secretary of Agriculture of the United States, and as amended by the defendant William M. Jardine, as Secretary of Agriculture of the United States, and hereinabove set forth, are illegal and void.

#### Argument for the Government.

Attorneys Wm. J. Donovan, assistant to the attorney-general, and H. B. Teegarden, special assistant to the attorney-general, in their argument stated that: "The business done upon grain exchanges is so closely related to interstate commerce in grain, and so potential a burden upon it, that its regulation is within the federal commerce power.

"The power to require reports and examine records is a necessary adjunct to this power of regulation, because necessary to its intelligent exercise.

"As conferred by the Grain Futures Act, and as exercised thereunder by the Sec'y of Agriculture, this power is within the limits necessary to the achievement of the fundamental purpose of the act, namely, the suppression of undue speculation, price manipulation and corners as menaces and obstructions to interstate commerce."

Judge Wilkerson has taken the matter under advisement and a decision is expected at an early date.

#### Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

##### WHEAT.

	Feb.										
Chicago	11.2	13.	14.	15.	16.	18.	19.	20.	21.	22.	23.
Kansas City	128 1/2	*	131 1/2	132 1/2	132	130 1/2	132 1/2	132 1/2	133	†	132 1/2
St. Louis	120 3/4	*	123 1/2	124 1/2	123 1/2	122 1/2	123 1/2	123 1/2	124 1/2	124 1/2	† 123 1/2
Minneapolis	127 3/4	*	130 1/2	132 1/2	130 1/2	129 1/2	130 1/2	130 1/2	131 1/2	131 1/2	† 130 1/2
Duluth (durum)	121 1/2	*	124 1/2	126 1/2	125 1/2	124 1/2	125 1/2	125 1/2	126 1/2	126 1/2	† 126 1/2
Winnipeg	109 1/2	*	111 1/2	112 1/2	111 1/2	110 1/2	111 1/2	110 1/2	111 1/2	111 1/2	† 110 1/2
Milwaukee	129 3/4	131 1/2	132 1/2	134	133 1/2	132 1/2	133 1/2	133 1/2	134 1/2	134 1/2	133 1/2
	128 1/2	*	131 1/2	133	132	132 1/2	132 1/2	133 1/2	133 1/2	†	132 1/2

##### CORN.

Chicago	98 1/2	*	99 1/2	100	99 1/2	98 1/2	98 1/2	98 1/2	99 1/2	99 1/2	† 99 1/2
Kansas City	93 3/4	*	94 1/2	95	94 1/2	93 1/2	93 1/2	93 1/2	94 1/2	94	† 93 1/2
St. Louis	100 1/2	*	101 1/2	102	102 1/2	100 1/2	100 1/2	100 1/2	101 1/2	101 1/2	† 101 1/2
Milwaukee	98 1/2	*	99 1/2	100	100	98 1/2	98 1/2	98 1/2	99 1/2	99 1/2	† 99

##### OATS.

Chicago	52 1/2	*	53 1/2	53	52 1/2	51 1/2	51 1/2	51 1/2	52 1/2	52 1/2	† 51 1/2
Minneapolis	49 1/2	*	50	50	49 1/2	48 1/2	48 1/2	48 1/2	48 1/2	49 1/2	48 1/2
Winnipeg	61 1/2	61 1/2	62 1/2	62 1/2	61 1/2	61 1/2	60 1/2	61 1/2	61 1/2	61 1/2	61 1/2
Milwaukee	52 1/2	*	53 1/2	53 1/2	52 1/2	51 1/2	51 1/2	51 1/2	52 1/2	52 1/2	† 52

##### RYE.

Chicago	111	*	113 1/2	114 1/2	113 1/2	112 1/2	113	113 1/2	114 1/2	113 1/2	† 114
Minneapolis	106 3/4	*	108 3/4	110 1/2	108 3/4	108 1/2	109	109 1/2	109 1/2	109 1/2	† 109 1/2
Duluth	107 1/2	*	110 1/2	112 1/2	109 1/2	108 1/2	110	109 1/2	111	110 1/2	† 110 1/2
Winnipeg	115	118	117 1/2	119 1/2	118 1/2	116 1/2	118 1/2	117 1/2	119	118 1/2	118 1/2

Minneapolis	70 1/2	*	70	70 1/2	70 1/2	69 1/2	69 1/2	69 1/2	70 1/2	70	69 1/2
Winnipeg	80 1/2	81 1/2	81 1/2	81 1/2	81 1/2	80 1/2	80 1/2	80 1/2	81 1/2	81 1/2	81 1/2

\* Lincoln's Birthday. † Washington's Birth day.

#### Condition of Cars Arriving at Superior.

H. A. Juneau, state weighmaster for the Wisconsin Grain & Warehouse Commission, located at Superior, reports that 67,942 cars were received during 1928, and that 3,853 claims for shortage were filed on these cars. This was an average of about one claim in each 17.6 cars received. The total amount of wheat claimed short in the aggregate claims was 92,374 bus., an average of 24 bus. per car on the claims filed, or, more accurately, 1,438 lbs.

The reports on the condition of cars received showed that 3,648 of the 3,853 on which claims were made, arrived in good condition, 128 arrived leaking and 77 arrived patched.

The average shortage on these cars was 27.7% under 400 lbs., 47.1% under 600 lbs., 63.9% under 1,000 lbs., and 36.1% over 1,000 lbs. Details are as follows:

Amount of Shortages.	
200 Pounds or Less	165 Cars
200 " to 400 lbs.	905 "
400 " to 600 "	745 "
600 " to 1,000 "	648 "
1,000 " to 1,500 "	287 "
1,500 " to 2,000 "	161 "
2,000 " to 3,000 "	189 "
3,000 " to 4,000 "	183 "
4,000 " to 6,000 "	383 "
6,000 " to 10,000 "	140 "
10,000 " to 15,000 "	36 "
15,000 " to 20,000 "	6 "
20,000 " to 30,000 "	5 "

In 1928, the report shows, 3.9% of all cars arriving at Superior had grain door leaks, compared to 3 1/6% in 1927, 2.5% in 1926, and 6% in 1925. The year 1926 was the best on record. Details on the condition of cars received are as follows:

Car Condition Reports.	
Total Cars Received	67,942
Patches, New Nailed or Cleated	1,552
Side, End, Bottom or Corner Leaks	2,194
Grain Door Leaks	2,655
Stuffed with Rags, Paper or Waste	191
Depression in Grain Line	203
Seals Broken	202
Seals, Improperly Applied	78
No Side Door Seal	489
Side Door Cleated	30
No End Door Seal	295
End Door Cleated	1
Seals Lost	43
Hasp Broken	96
Side Door Open	168
Side Door Boarded	11
End Door Open	15
End Door Boarded	5
Repaired in Transit	1
Loads from Wrecked Cars	2
Bad Order at Elevators	5

Its protein and mineral content makes tankage a good hog feed. Legume pastures, particularly clover and alfalfa, are valuable for the same reason. Both combine well with corn in making up hog rations.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Wataga, Ill., Feb. 9.—The wheat crop is probably injured more or less by recent ice covering. Movement of corn should increase with good weather.—Maynard DeWeese.

Coldwater, Kan., Feb. 12.—Owing to the extreme cold weather the wheat is about 25% winter killed, as it got a poor start last fall and we haven't had any snow covering the ground for protection. Last year's crop is about all moved except that of a few who do not have to sell.—Larabee Elvtr. Co.

Evansville, Ind., Feb. 19.—Wheat in southern Indiana is looking good in spite of the extreme cold weather that has prevailed. More snow has fallen this season than for several winters past. Many southern Indiana farmers report they will greatly increase their oats and alfalfa acreage this year.—W. B. C.

Springfield, Ill., Feb. 20.—There is a good snow cover in the more northern areas of Illinois and the west part of the north half, plus the light general fall at the close of the week. Opinions of wheat condition differ but there are no positive reports of damage.—Clarence J. Root, meteorologist, U. S. Dept. of Agriculture Weather Buro.

Clay Center, Kan., Feb. 11.—Some damage is reported to growing wheat owing to severe weather conditions prevailing since Dec. 31 when the storm started here. It is too early, however, to estimate the amount of damage done. The weather is now clearing and some grain is beginning to move.—Starkweather Grain & Coal Co.

#### Leaking Cars Reported by Missouri State Weighmasters.

Roy H. Monier, state warehouse commissioner of Missouri, in his report for the year 1928, presents statistics by the chief weighmasters at Kansas City, St. Louis and St. Joseph on the number of cars found leaking grain on arrival.

At Kansas City out of 70,156 cars weighed 14,241 were found to be leaking. Most of these were leaking at door post, 4,469. Side of car was the location of 3,207 leaks, while 2,017 were leaking at end and 2,012 at grain door. A considerable number, 2,136, leaked at the corners. Among the less frequent leaks were those at floor, 196; at draw bar, 143; at end windows, 41; roof, 10; tight lining, 7, and king bolts, 3.

At St. Louis out of 19,729 cars weighed 1,400 were reported leaking, 392 of them at sides, 385 at door post, 220 at grain door, 206 at end, 107 at corners, 41 thru floor, 36 at draw bar, and 11 at end window. Two of the cars had leaky roofs.

At St. Joseph out of 4,626 cars weighed 329 were found to be leaking grain. The locations of these leaks were rather well distributed in different parts of the cars, the leaks at sides, as at St. Louis being most numerous, 62, followed closely by leaks at draw bar, corner and door post, 54, 50 and 49 respectively. Floor leaks were detected in 47 cars; 33 cars leaked at end, 32 at grain door and one at end window. One car had a leaky roof.

In preparing its plans for the year of 1929 the National Poultry Council included promotion of National Egg Week, to be in effect May 1 to 7, as in previous years. The organization will seek to bring about material increases in existing duties applying on eggs and poultry, for the benefit of poultry products producers during the year.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Malden, Mo., Feb. 18.—Only 15 cars of corn handled here this season. Corn shelled in transit.—X.

Jasper, Mo., Feb. 18.—Moved 125 cars of wheat last year and the prospects are for 200 or better this year.—X.

Seattle, Wash., Feb. 12.—Seattle shipped during January 676,456 bus. of wheat, waterborne shipments, Puget Sound.—Seattle Merchants Exchange.

Vancouver, B. C., Feb. 12.—Shipments of grain from this port for the crop year commencing Aug. 1, 1928, to Jan. 31, 1929, totaled 53,127,613 bus., compared with the corresponding period a year ago of 35,587,003 bus.

Prince Rupert, B. C., Feb. 12.—January was a particularly quiet month, considering that this is the middle of the grain shipping season, only three vessels being loaded here during that period. They carried full cargoes of wheat for U. K./Continent.

Evansville, Ind., Feb. 17.—The recent advance in corn caused many of the farmers in this section to rush their grain to market. In many of the rural sections farmers have been unable to haul their corn to the elevators because of the bad roads.—W. B. C.

Hampton, Ia., Feb. 12.—The first car of corn shipped in eight years was shipped out the week of Feb. 9. Due to heavy feeding the grain end of the business is getting to be a side line. Lumber, coal, salt, cement and stock feed are the popular commodities.—Art Torkelson.

San Francisco, Cal., Feb. 12.—Receipts at San Francisco during January, in tons, were 5,202 wheat, 26,996 barley, 670 oats, 3,050 corn, 54,924 beans, compared with 11,723 wheat, 7,793 barley, 830 oats, 2,760 corn, and 84,641 beans in January a year ago.—James J. Sullivan, chief inspector, San Francisco Chamber of Commerce.

St. Joseph, Mo., Feb. 12.—During the month of January St. Joseph received 802,200 bus. of wheat, 1,461,000 corn, 42,000 oats, 3,500 barley, milo 3,000, compared with 659,400 bus. of wheat, 1,893,000 corn, 96,000 oats, 1,500 kafr in January a year ago. Shipments were 289,800 bus. of wheat, 979,500 corn, 12,000 oats, 1,750 barley, as compared with 131,600 bus. of wheat, 1,344,000 corn, 18,000 oats in January a year ago.—M. K. Thomas, sec'y Grain Exchange.

Montreal, Que., Feb. 12.—During the month of January Montreal received 665,010 bus. of wheat, 30,245 corn, 293,875 oats, 15,039 rye and 46,111 flaxseed, compared with 1,000,429, 29,950, 440,488, 104,417, and 50,490, respectively, in January a year ago. Shipments were 76,594 bus. wheat, 8,111 corn, 45,544 oats, 10,175 rye, compared with 18,954, 2,078, 18,014, and 212, respectively, in January a year ago.

Denver, Colo., Feb. 12.—During the month of January Denver received 283 cars of wheat, 1,284 cars of corn, 32 cars of oats, 43 cars of barley, 5 cars of kafr and milo, against 360, 1,050, 31, 55, and 1, respectively, in January of 1928. Shipments for the same period were 32 cars of wheat, 236 cars of corn, 9 cars of oats, 14 cars of barley, against 7, 124, 15, and 21, respectively, shipped in January, 1928.—Denver Grain Exchange.

Galveston, Tex., Feb. 1.—Clearances of grain laden vessels during the month of January showed shipments of 1,216,586 bus. of wheat, 1,736,842 bus. corn, 339,415 bus. barley, 710,271 bus. kafr and 38,571 bus. milo, compared to 168,000, 519,915, 131,816, 186,785, 122,142 bus., respectively, in January a year ago, when 63,028 bus. of rye were also shipped. On Feb. 1, 187,750 bus. of wheat were on board ship, not cleared.—H. A. Wickstrom, chief inspector, Galveston Cotton Exchange & Board of Trade.

Plainview, Tex., Feb. 14.—During the month of January Plainview received 34 cars of wheat, 60 cars milo maize, 116 cars kafr, 7 cars mixed grain sorghums, 21 cars sudan grass seed, 23 cars red top corn seed, 4 cars shelled corn. Shipments during January were 41 cars of wheat, 19 cars milo maize, 54 cars kafr, 5 cars sudan grass seed, 7 cars alfalfa hay. The total number of cars for January was 397 as against 190 for January a year ago, the total for 1928 being 4,109. The best year since the organization of the Grain Exchange, July 1, 1920, was 1926, when the total number of cars was 5,957. There was a good grain sorghum crop in 1928, and the wheat prospect is good.—Jas. B. Wallace, chief inspector, Plainview Grain Exchange.

### Small Craft Quitting the Lakes.

Chicago politicians headed by Mayor Thompson are trying to grab a fund of \$5,000,000 ostensibly for the improvement of Lake Calumet, claiming that the city needs such a harbor for its lake trade. Shipping men well posted on the conditions in the lake trade are not endorsing the project. In the words of Douglas Sutherland, sec'y of the Civic Federation, this is "Only another tax which will put the public into the harbor business and hang up another luscious plum for the city politicians to fatten upon."

When the shipping facilities of South Chicago have been utilized to the limit it will be time to consider developing an additional harbor.

The grain trade out of Chicago does not seem to need Calumet Harbor. Shipments of grain from Chicago east, including South Chicago, by rail fell from 223,563,000 bus. in 1916 to 43,476,000 bus. in 1927; while the shipments by water increased from 25,058,000 in 1916 to 46,629,000 bus. in 1927.

Sec'y of Agriculture, Wm. M. Jardine, eliminates himself from possible consideration as a member of the Hoover cabinet by announcing he has accepted a position as counsel for the Federated Fruit & Vegetable Growers.

### Repair Bills for the Grain Shippers' Private Cars.

Bill McGuire at Maroa, Ill., tells a story about entering the railroad business during the war when it was almost impossible to get cars in anything like the number necessary. The government, taking over the transportation facilities of the country and requisitioning most of the rolling stock for its own needs, was in no hurry to supply a country grain dealer with the cars needed for transportation to terminals of the grain which farmers bent every effort to produce in response to the call for food and more food. Dealers racked their brains for a solution of the knotty problem while the government was setting a price on wheat and elevators were bursting with grain that could not be moved. Several grain dealers like Bill McGuire, ended up by purchasing box cars of their own.

Mostly such cars were purchased second-hand and rebuilt for use in loading grain. Each was labeled with the company name, a suitable initial and number and the customary markings in regard to capacities and weights. The principal purpose in the mind of each owner was to use the car in transporting grain to the nearest terminal and have it immediately returned for reloading.

Bill had three such cars and in the course of this possession became thoroughly convinced that the railroad business is also full of grief. For a while the private cars moved freely. Each car was labeled for immediate return and moved regularly from his elevator to Decatur and St. Louis. Repair bills were always coming in, but these were managed thru the advantage of having rolling stock privately owned.

Then the war ended. Bill's three cars got lost. Tracers revealed they were being shunted from railroad to railroad and used for the transportation of commodities thru the south, along the east coast, up in New York state and various intermediate points.

Regularly once a month Bill received statements from the railroads that had possession, declaring he owed them money for repairs made to his equipment. Regularly once a month Bill sent these back with a statement of his own assessing a certain charge per day for use of his equipment. They argued that he charged too much and cited the tariffs to support their claims. Bill always replied that the cars were his personal property, designed for his own use, that they were using the cars without his permission, that he being a private individual was not subject to the tariffs, and that if they didn't like it they could send the cars home.

Forms became stereotyped both on the part of the railroads and on the part of Bill. Finally one of the railroads allowed his charge and this gave Bill a precedent to protect him in case of suit. After two years of rolling around the country the cars were returned to him such wrecks that they were no longer fit for use. Bill gave them to a junk yard to get rid of them and ended his experiment with private cars.

It has been thought that practically all of the cars used by elevators in the hurried days of '18 and '19, had found their way to the junk yards, but a traveler passing thru Kansas, Illinois, a few days ago, noticed a survivor standing empty on a side track of the K. & S. It was labeled "Brocton Elevator Co. B. E. L. X. 12. 60,000 lbs. capacity" and is the property of the Brocton Elevator Co., at Brocton, Ill. The owners of this company also have an interest in the K. & S. railroad. A photo of it is reproduced herewith.

Most of the millers west of Moose Jaw, Sask., now buy their wheat on the Vancouver basis, instead of the Winnipeg quotations. Canada is divided into two traffic divisions, one working grain to the head of the lakes and the other taking its shortest export route thru Vancouver.



One Illinois Elevator Co. Ships Grain in Its Own Cars.

### Additional Storage for Minneapolis Elevator.

The addition of 520,000 bus. storage is a natural outcome of the enterprise that has characterized the business of the Cereal Grading Co., since its originators for experimental purposes bought the old wood Lahart Elevator at Minneapolis, Minn., in 1911 to test the possibility of applying the principles of the new "Gravity Separation Table" to cleaning grain.

While suitable for the separation of ores by specific gravity and of service in grading seeds the proof that the device could not be made commercially profitable on grain cleaning left the company with a small but good plant on its hands, including an annex of concrete of 110,000 bus. capacity.

A general grain and elevator business was begun, storing, cleaning and distributing all kinds of grain and seeds, especially wheat and rye, which was so successful that the original capital of the company, \$15,000, has been increased to \$100,000 from time to time, and its business has grown under the able management of W. T. Fraser, since 1913 until the present addition became necessary.

The original working house was erected by Honstain. Later there were built different sets of tanks of concrete, four of the tanks having storage for 42,000 bus. each, two for 32,000 bus., three for 25,000 bus., one for 15,000 and one for 10,000 bus., the working house now containing 40 bins of capacities ranging from 1,800 to 3,500 bus. each, the existing concrete storage of 375,000 bus. and the new addition making a total of nearly 1,000,000 bus. capacity.

THE WORKING HOUSE has been remodeled by building it 18 feet higher and elevating the legs, shipping garner, etc., to the increased height to facilitate filling of the bins, which has been aided by speeding up the leg drives and installing new leg belts and buckets.

The equipment includes a battery of disc separators, oat clipper, large Monitor Separator, and eight electric motors of 10 to 100 h. p. each.

THE NEW STORAGE consists of 8 tanks of a diameter varying from 27 to 34 feet, with a single belt over and a single belt under the bins. A 2-pulley tripper distributes the grain to the bins, all of which are hopped to the outlets.

Should the larger tanks not clear themselves by the hoppers a special shovel arrangement has been installed to scoop out the grain by power. The shoveling rig can travel from bin to bin, and consists of a single shovel machine hooked up direct to a gear reducer and a 5-h. p. electric motor. It is so arranged that it will travel the length of the steel track extending clear over the storage, its cable being lowered into the tanks for operating the shovel.

The improvements and addition were planned and constructed by the McKenzie-Hague Co.

### Advertise to Your Patrons.

A wide-awake Illinois dealer took advantage of the Holiday Spirit at Christmas time to send each of his patrons and prospective customers a Christmas card extending the greetings of the season. While this is a common practice in many lines, it is less often practiced by the country grain dealer than so inexpensive a custom merits.

The dealer referred to extended his advertising practice farther. At frequent intervals he sent quotations to his patrons, keeping them in touch with the prices he was offering at his elevator. When the market permitted offering a good price it was sufficient excuse to send out these simple typewritten cards via Uncle Sam's rural route service. In many instances the farmers showed their appreciation by

coming to his elevator when they were ready to sell.

Grain dealers have many ways and means of keeping themselves before their customers. A little ingenuity along this line is sure to pay big returns.

### Bulk Handling of Wheat in New South Wales.

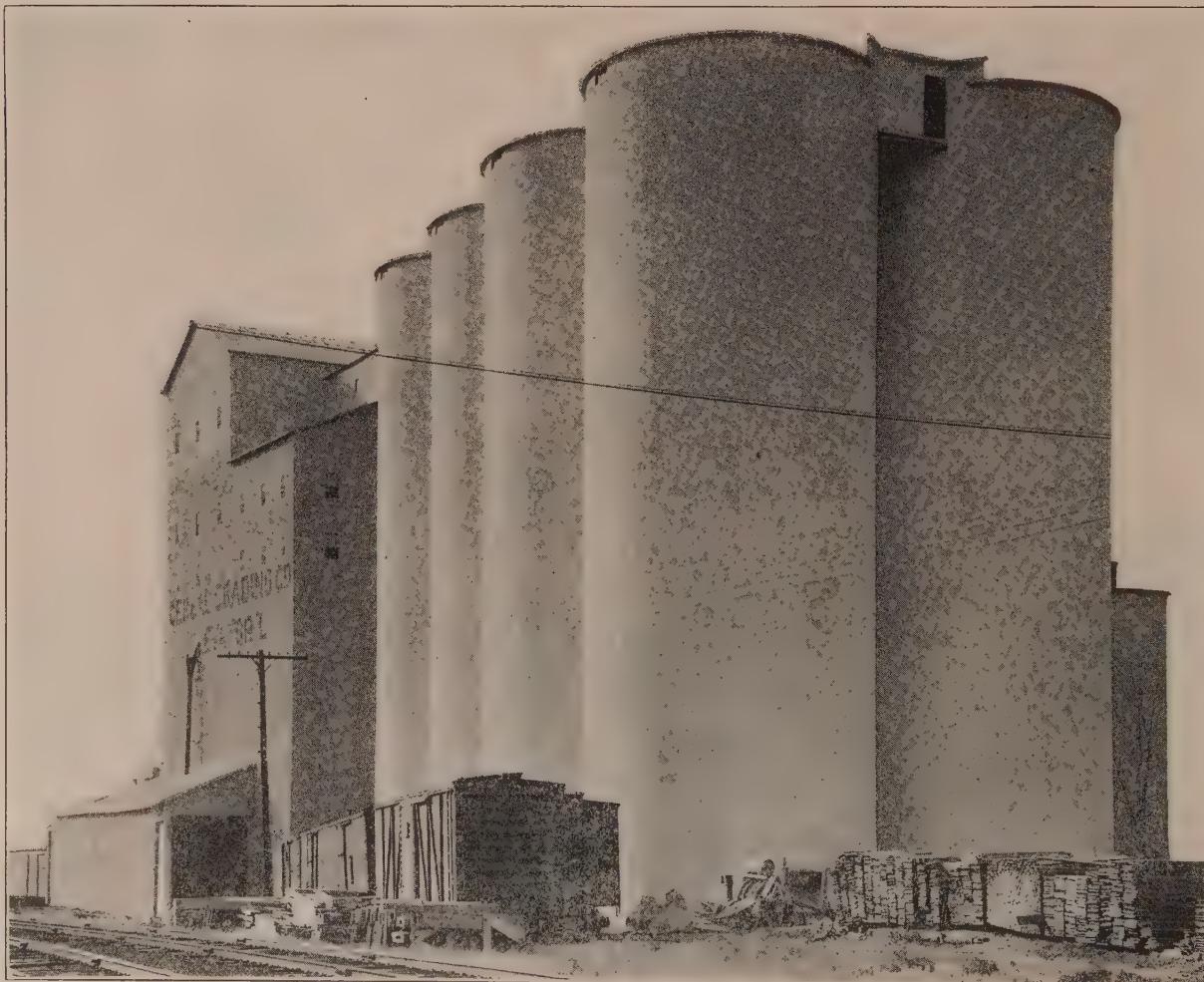
In New South Wales bulk handling of wheat has been given more attention than in the other states and last year 14 additional elevators were opened at country railway stations according to a report from Trade Commissioner E. C. Squire.

The new elevators are mostly small plants of 30,000 bushels capacity, comprising a nest of four circular bins with smaller ones interspersed between them. There is also a wagon scale, receiving house, weighing out scales, and engine to work the elevator leg.

In all, 84 stations in New South Wales are now equipped with wheat elevators. The country elevators have an aggregate capacity of 15,630,000 bus. and the Sydney terminal 6,750,000 bus., making a total capacity of 22,380,000 bus.

It appears that about 30 per cent of each season's harvest goes thru the country elevators and approximately half of the wheat exported from New South Wales is shipped from the terminal.

The season's charge for the use of the country elevator and of the terminal, with delivery into the ship, has been fixed at 2½d. per bushel. If delivery is taken from the country elevator, the cost is 2d. per bushel, while if wheat is sent in bulk from any non-elevator station to the terminal the charge is 1d. per bushel. The amounts include free storage to July 31 and are payable when delivery of the wheat is taken.



The Cereal Grading Co.'s Elevator and Concrete Storage Annex at Minneapolis.

# Tri-State Grain Shippers Ass'n Asks Protection for Feed Retailers

Despite the below zero weather prevailing in the Northwest the loyal members of the Tri-State Country Grain Shippers Ass'n met in annual convention in the St. Francis Room of the Nicollet Hotel, Minneapolis, Thursday, Feb. 21.

The morning session was opened by Pres. F. E. Crandall of Mankato, Minn.

## PRESIDENT CRANDALL'S ADDRESS.

The reports from the Department of Agriculture would indicate that farm prosperity is decidedly on the increase. Improved farm methods are the order of the day and farmers now recognize that they must change from the old idea of the one crop program. Notwithstanding all indications point to an improved condition of the farmers, the agitation for legislation to meet the demand for farm relief is still the foremost issue in Congress.

At every meeting for the past few years we have been menaced with unfriendly legislation which has threatened to upset the well established and time tried methods of handling grain and which have been adequate to handle the vast grain business of the country. This year is no exception, and while it may be futile to conjecture what may come in the future, the grain trade cannot help but feel uneasy as to what Congress may do at the special session which is likely to be called in April.

The equalization fee which has heretofore been considered the most important feature of the McNary-Haugen Bill will no longer be a factor in any future measures, but if a bill were passed upon the lines of the McNary-Haugen Bill even without the equalization fee, the effect on the grain trade of the country would, no doubt, be very serious.

The President Elect in his speech of acceptance gave voice to the following:

"Our platform pledges the creation of a federal farm board of representative farmers to be clothed with authority and resources with which not only to still further aid farmers' cooperatives and pools and to assist generally in the solution of farm problems, but especially to build up with federal finance farmer-owned and farmer-controlled stabilization corporations which will protect the farmer from the depressions and demoralizations of seasonal gluts and periodical surpluses."

On the other hand, Mr. Hoover has time and again made it plain that he believes in individual initiative and has been strongly against government in business and opposed to anything which would prevent every man working out his own problems for himself.

A measure is now before Congress known as the Capper-Dickinson Bill which practically puts the Secretary of Agriculture in complete control of the grain market and empowers him to limit the size of trades, to fix contract grades and to fix the premium on the deliveries of grain above contract grade, and to fix the discounts on deliveries below. If such a bill is passed, the exchanges would have no right to make or change rules without obtaining the permission of the Secretary of Agriculture.

The Caraway Bill is designed to do away with the speculators. Such a bill, if passed, would practically do away with trade in futures and would be a serious blow to the grain exchanges and to the grain trade in general.

Line Elevators: Our own legislature is also considering a bill which may be a very serious matter for grain dealers operating more than one elevator. This piece of legislation is designed against chain stores but, if passed, it will have a very marked effect on any elevator company doing a retail business at more than one station.

The bill requires that a heavy license fee shall be assessed against each unit and, in addition, that a gross sales tax shall be levied on all retail sales. This means that a tax is to be paid on all sales of flour and feed, grain, coal and other side lines which may be handled by a grain concern operating more than one unit.

It is only fair to say that in all probability the sponsors of such legislation did not intend to penalize any but chain stores, but the bill which is now being considered in the legislature, if passed, will mean an almost prohibitive tax on all grain firms doing a retail business and operating more than one unit. Such is the fate of the innocent bystander.

Liens: At our meeting a year ago we discussed the effect of landlords' and threshers' liens on the grain business and it was hoped that something might be worked out during the year which would bring us some relief due

to the unfair way in which the grain men often suffer because of lack of knowledge of the existence of such liens. Our association has made some investigations in this matter but, so far, has been unable to find any way out of this difficult situation.

An editorial in a recent number of The Grain Dealers Journal of Chicago has this to say on this subject:

"The grain dealer who has been defendant in a suit to collect rent from a tenant on account of an unwillingness of dealer to act as a forced collection agent for the landlord will appreciate any effort being made, as in Kansas, to enact a law compelling the landlord to give notice in advance that the grain hauled to the elevator by certain tenant is subject to lien.

"The bill to be introduced on behalf of the Kansas Grain Dealers Ass'n will make it mandatory on all landlords to file with the proper county officer contracts with tenants, or notice of an unwritten contract, for the protection of innocent purchasers.

"Unfortunately any attempt to give grain buyers real relief by appealing the lien statute or invalidating the lien if not filed with the county recorder will meet opposition by the landowners. Nevertheless, something can be accomplished by any phraseology of the proposed law that will operate to discourage collections from the grain dealers by landlords, who have taken no trouble to protect innocent parties by filing notice in some certain prescribed manner.

"At least, a record at the county seat coupling the name of each landlord with that of his tenant will help the grain dealer to protect his cash from tricky tenants by making checks in payment for grain payable jointly to landlord and tenant so that the signatures of both will appear in the endorsement."

It might be worth our while to make some effort along the lines quoted above.

**Protection for Feed Retailers:** Complaint has been made by a number of our members who handle feeds of the unfair competition to which they are subject because of direct shipments to consumers. Grain dealers selling feed are obliged to keep a stock of feed on hand, they must possess equipment for handling it, and must pay the salary of a man to be on hand at all times to take care of the local demand, and it would seem as though they were entitled to some consideration from the wholesalers of feed and not be subject to the unfair competition of direct shipments.

In nearly every other line, jobbers and manufacturers protect their customers. This is notably true in the coal business and it is difficult to see why at least some measure of protection cannot be extended to the dealers by the jobbers of feed.

I again appeal to our members to continue to support the association, as this is the only way in which our association can be of value. By working together we can accomplish much. I have no sympathy with a member who says he gets nothing out of the association, for I have found that we do not get the benefits of any service organization without putting something into it.

I close my five years of service as your president feeling that I have left much undone that should have been done, but I have served you to the best of my ability and I extend my thanks to the officers and directors and to the members for their kind consideration and cordial support.

SEC'Y-TREAS. E. H. MORELAND, Luverne, Minn., read the minutes of the preceding convention and the following report of the financial standing of the organization:

## TREASURER'S REPORT.

### RECEIPTS TO FEB. 20, 1929.

On hand Feb. 9, 1928.....	\$414.13
Annual dues .....	156.00
Rock County Bank dividend account.....	3.79
Commission account .....	63.62
Luncheon tickets (Feb. 9, 1928).....	65.50
Disbursements .....	\$703.04
	259.71
Balance on hand.....	\$443.33

### DISBURSEMENTS.

Annual meeting expense.....	\$ 58.95
Printing and stationery.....	11.30
Messages .....	11.55
Salary, E. H. Moreland.....	125.00
Salary, Mrs. E. H. Moreland.....	25.00
Program committee expense.....	27.91
Total disbursements .....	\$259.71

Sec'y-Treas. Moreland read his annual report, which follows:

## Secretary Moreland's Report.

At the last Annual Meeting I made the statement that every shipper not affiliated with some organization should belong to the Tri-State Ass'n and we could then employ a secretary on full time, which would make the Ass'n of greater benefit to the members.

In Minnesota, South Dakota and North Dakota are over fifteen hundred independent and line elevators which could easily afford \$7.50 for each elevator membership, and on this basis a full time secretary could be employed. Farmers' elevator companies are paying about \$30.00 each for their memberships. A secretary who could devote his entire time to this office could easily make it worth-while for every elevator to belong to the Ass'n.

A disturbed grain market could many times be set right if the buyers could be brought together. The side line sales could also be made more profitable if each dealer would try to secure a legitimate profit. There is a certain amount of overhead that no dealer can overcome. Therefore, if all the dealers in their community could be induced to secure a fair profit, there would be fewer failures in the grain elevator line.

Only last week the Minneapolis papers carried a notice of five hundred threshers meeting at their Annual Convention in Minneapolis. The Retail Hardware Ass'n is meeting this week with over one thousand in attendance. The Farmers Grain Dealers Ass'n is also having its meeting this week and will have an attendance of several hundred. Why should the independent and line elevator men not have a Convention equal in attendance to any of these organizations?

Good seed grain movements in every town sponsored by the elevator men will more than pay the cost of an Ass'n membership. The farmer who plants one hundred acres of corn with 90% germination will lose ten acres or 400 bushels by reason of poor seed, and this reflects back on the elevator man with less bushels to handle. Many more suggestions could be offered that would help increase the bushels handled and the profits of our members if we would employ a secretary who could devote his entire time to the work of the Ass'n.

Farmers Elevator competition has been here for the past thirty years and there are more independent and line elevators now than Farmers' Elevators. Those Farmers' Elevators that bought grain with a fair margin have served their purpose in giving the stockholders a place to market their grain at their own elevators. Those that have not taken margin enough for actual running expenses and depreciation are now struggling along trying to earn enough to pay their debts. This experience shows that a grain elevator is no different than any other line of business. It cannot be a success without a margin of profit sufficient to take care of necessary expenses and upkeep.

For the independent elevator man and line elevators to realize a fair profit on their investment they should belong to an organization like the Tri-State and attend the meetings and exchange ideas about their business. My recommendation would be for the different states to have county or district meetings and have all independents and line company agents discuss subjects that confront them in their district. Best methods of handling protein tests for wheat, moisture tests for corn, and all grades for the new crop should be worked out before the heavy crop movement begins. State experimental stations are doing a great deal along the line of improved varieties of grain, seeds and corn, and every grain man should keep well posted on what is needed for his locality and pass the information along to the producer.

I have no one to suggest for secretary, but feel sure our able President and Board of Directors can select the proper man for the place. No business or organization will grow of itself. Someone must be at the wheel all the time to render any service that is needed and make the organization a useful Association for its members.

## COMMITTEES.

Pres. Crandall appointed the following committees:

**NOMINATING:** B. P. St. John, Worthington, Minn.; August Evert, Kennedy, Minn.; A. O. Olson, New Ulm, Minn.

**AUDITING:** C. A. Nachbar, Mankato Minn.; H. W. Speight, Redfield, S. Dak.

**RESOLUTIONS:** Theo. Speltz, Albert Lea, Minn.; Nels Tacklund, Sedan, Minn.; John Dill, Wabasha, Minn.

## EXPANSION.

Much discussion was given ways and means of increasing the membership of the association. Many suggestions were advanced. On a motion of W. H. Richardson, Elgin, Minn.,

# The GRAIN DEALERS JOURNAL.

each member is pledged to bring in one or more members before the next annual convention. On motion of C. A. Nachbar, Mankato, Minn., the officers were instructed to appoint a committee of five to meet soon to devise other and better means of expanding the association.

The association has the enviable distinction of being the biggest little grain organization in the country, and it is the hope and desire of its present leaders to make its scope widespread and its influence greater.

PRES. CRANDALL—The greatest present need of the association is more funds. If the funds were greater a full time secretary could be employed who could spend his entire time in the building up of the association. Until the funds are obtained we must carry on as at present.

Adjourned for luncheon.

## The Luncheon.

At noon in the St. Francis Room of the Nicollet Hotel about 40 were served a very appetizing six course luncheon. The entire time was given to eating, the oratory being saved for the afternoon business session.

## Thursday Afternoon Session.

Pres. Crandall introduced H. R. Sumner, Executive Sec'y Northwest Crop Improvement Ass'n, who reviewed the work of the association in the betterment of crops, placing special emphasis on the eradication of smut. He said:

Twenty per cent of the wheat received in Minneapolis is graded "Smutty." The loss per acre in North Dakota and Minnesota will average about 40 cents.

I suggest close personal contact between the elevator man and his patrons. Spend time with them on three or four different occasions and get it firmly set in their mind that it is to their advantage to get rid of smut. You will help your business and make a better friend of your patrons.

We all made a mistake when we first gave the impression to the farmers that the treating of seed is an easy matter. It is not. It is disagreeable and to be effective directions must be closely followed. Take it upon yourself to see that grain is treated and that it is treated properly.

I would recommend also that you work closer with the county agent. He is a public servant and is willing to help you.

If you can work out a scheme with your competitor and urge your farmers to raise smut free wheat you will be doing a wonderful work. When farmers who do not and will not treat seed find that his neighbor is getting a premium for his smut free wheat it will not be long until they too get into the seed treating habit.

A. EVERTS, Kennedy, Minn.—What are the recent developments in seed treatment?

MR. SUMNER—We are not recommending the newest mercurial treatment because the agricultural college and other experts in this section do not yet recommend it. It is not condemned, these experts are awaiting the time when experiments have proven that this preparation is the proper one.

CHAS. ROE, Crookston, Minn.—We sell a lot of seed to farmers and I would like to know the best means of treating seed—what machines and what preparations.

MR. SUMNER: Any machine that will insure thorough mixing of grain and solution so that each kernel is covered with the preparation. I think it a waste of time to try to treat seed with a scoop shovel or hoe. I recommend copper for wheat and formaldehyde for barley and oats.

GEO. P. SEXAUER, Brookings, S. D., explained in detail the methods he employs in the treatment of seed grain and the results this treatment has produced.

ROBT. BLACK, U. S. Dept. of Agri., praised the work of the Northwest Crop Improvement Ass'n and urged its support.

MR. GRAHAM of the State Boiler Inspection Dept. explained the necessity of state inspection of air tanks in elevator, which he considers dangerous.

Considerable discussion of the inspection fee of \$3.00 for each tank brought about the general opinion that a lobby to encourage the repeal of this law and to put the inspectors on a salary, should be put under way.

B. P. ST. JOHN, Worthington, Minn., made a brief address on the "University Farm," told how they were conducted and the results obtained.

## LIEN LAWS.

MR. EVERTS—The elevator man seems to be the free collection agency for all liens. If the farm labor lien law is passed we will have another job.

MR. ROE—A lien cannot be filed until threshing is completed. The major portion of the crop can be threshed and sold and a small amount can be held for later threshing. Then when the lien is filed we are in the gap.

O. T. JOHNSON, Ihlen, Minn.—The elevator men are in a peculiar position. We have to be careful in the gap we occupy or we will get the landlord, thresherman or tenant sore, and it is all through no fault of ours.

PRES. CRANDALL—These different liens are difficult to handle.

MR. ST. JOHN—A thresherman's lien is operative for 15 days and should be paid out of the grain.

M. E. COFFEY, Watertown, S. D., reviewed his experience as a grain solicitor in South Dakota.

## SIDE LINES.

MR. SEXAUER: The first side line I would like to encourage is the "cash line." Side lines are not as profitable as they appear. We are trying to handle them without a fair margin of profit. Conditions have changed. We have discontinued the selling of flour. The margin of profit was so small we had to give it up. In other years the farmer was one of the largest consumers of flour, now he is one of the largest consumers of bakery goods.

To make a profit on mill feeds we have found it necessary to buy it early. The margin of profit is too small. Elevators are more charitable institutions than business institutions.

We should operate on a cash basis. The margin of profit on any side line is so small that we cannot afford to take the chance of putting purchases on the book and eventually losing on them.

H. W. SPEIGHT, Redfield, S. D.—Get the cash, that is the important thing. The next thing is to sell yourself on what you have, then it will not be a hard matter to sell your customers. The feed mill has been a very profitable addition to our business. One thing that helps us is our low power cost. We handle feed in bulk. We also handle commercial feeds and if they are properly pushed are also a source of good profit. What may be a good side line one year may be the reverse the next. If any side line fails to show a profit, drop it. If another could be handled profitably get it. If your competitor has a side line not handled by you and is making a profit leave him alone.

C. A. NACHBAR: Coal is a profitable side line at many stations. Our worst competitor is the "snowbird." One way to meet this competition is to put in a low grade of coal to sell as cheap as the "snowbird" sells his.

W. H. RICHARDSON, Elgin, Minn.: A commercial fertilizer could be handled profitably. It's a side line that not only pays a profit to the elevator but to the farmer in his harvested crop. Spending \$2.00 an acre for fertilizer will mature corn earlier and increase the yield.

## ELECTION OF OFFICERS.

B. P. St. John, for the nominating committee, recommended the following: Arthur Speltz, Albert Lea, Minn., Pres.; C. E. Dittes, Beardsey, Minn., 1st vice-pres.; M. King,

Sioux City, Ia., 3d vice-pres. For Directors: John Dill, Wabasha, Minn.; August Evert, Kennedy, Minn.; W. H. Richardson, Elgin, Minn.; F. E. Crandall, Mankato, Minn.; C. A. Quarnberg, Belle Fourche, S. D.

## RESOLUTIONS ADOPTED.

The following resolutions read by Nils Tackland were adopted:

### ASK THAT COUNTY AGENTS BE KEPT OUT OF COMMERCE.

WHEREAS, There are so many activities in which the County Agents through the Farm Bureaus are in many instances entering into a commercial conflict with seeds, grains, and feeds, in which the grain dealers have made investments to take care of in their several communities, and believing that in the field of seed crop improvement, smut eradication and ergot control is a subject of direct education through such agency, be it

RESOLVED, That we, the Tri-State County Grain Shippers Ass'n are in hearty accord with such pending legislation before our state legislature at this time which intends to place the County Agent on such practical plan, especially in soil culture and seed improvement.

### OMIT PRESSURE TANKS FROM INSPECTION.

WHEREAS, Some of the boiler inspectors are including small pressure tanks used in operating air dump scales in grain elevators, in the same class as steam boilers, and

WHEREAS, Only cold air is used in these tanks and the danger of explosion is very remote; be it

RESOLVED, That our Ass'n send a recommendation to the Boiler Inspection Department to the effect that these small tanks be exempt from inspection.

### OPPOSE CAPPER-DICKINSON AND CARAWAY BILLS.

WHEREAS, Various bills are now before our National Congress intended to be in the interests of agriculture, and

WHEREAS, The Tri-State County Grain Shippers Ass'n now in convention assembled is composed of dealers in grain operating country elevators in Minnesota, North and South Dakota, and its members directly affected. Therefore, be it

RESOLVED, That our Ass'n go on record as opposed to such bills as the Capper-Dickinson Bill, which would practically put the Secretary of Agriculture in complete control of the dairy market; or the Caraway Bill, which, if passed, would abolish trading in futures, for the reason that such legislation would bring no benefit to agriculture; that it would result in putting the government into business and also interfere with the economic law of supply and demand. Be it further

RESOLVED, That a copy of these resolutions be sent to the U. S. Senators and Representatives in Congress from the states of Minnesota, North and South Dakota.

### WILL COOPERATE AGAINST SMUT.

WHEREAS, The smut situation in the Northwest is such that over 20% of the total wheat receipts of the 1928 crop so far received in Minneapolis were graded smutty, and

WHEREAS, The loss on this amount of smutty grain in market value has amounted to nearly \$4,000,000; be it

RESOLVED, That we, the Tri-State County Grain Shippers Ass'n cooperate with every agency that is working to control smut, such as the Northwest Crop Improvement Ass'n, State College of Agriculture, State Agricultural Stations, etc., and railroads, and pledge them our earnest support in their smut campaign program.

### ERGOT IN RYE.

WHEREAS, Over 30% of the rye receipts in Minneapolis this year contained ergot sufficient to carry an ergotty notation on the grade certificates, and

WHEREAS, Durum wheat this spring planted on ergot infected ground is liable to become badly infected; be it

RESOLVED, That we, the members of the Tri-State Grain Dealers Ass'n pledge ourselves to urge the farmers to plant such crops as corn, flax, potatoes, etc., not susceptible to ergot on 1928 rye ground, and so help keep this plant disease from spreading.

This loss per bushel on ergotty rye runs from three to twenty-five cents per bushel.

### OBJECT TO SEEDS OF NEW VARIETIES.

WHEREAS, Every year there are many new varieties of grains making their appearance either as new discoveries or with new name or with new names on old varieties, and

WHEREAS, The advertising of such unknown varieties is detrimental to the best interests of farmers and the grain trade in general; be it

**RESOLVED**, That we, the members of the Tri-State Grain Shippers Ass'n earnestly request the various State Agricultural Experiment Stations, and the U. S. Department of Agriculture to make every effort to thoroughly test such new varieties, in order that the grain trade and producers be advised of their values, and also that the members of our Ass'n refrain from promoting the sale and distribution of such new and untried varieties until such time as their real value is established. Be it further

**RESOLVED**, That copies of this resolution be sent to the Secretary of Agriculture of the United States and to the presidents of the State Agricultural Colleges in Minnesota, North and South Dakota.

#### BETTER MARGINS FOR RETAIL FEED STORES.

WHEREAS, There is a great need of mill and dairy feed retail stores throughout the territory covered by our Ass'n, due largely to the steady increase in dairying and stock raising, and,

WHEREAS, That many of the wholesalers are not recognizing the splendid service that retail feed stores are rendering, it frequently happens that in many towns no retail stocks are carried, and consequently small buyers are unable to supply their needs, and,

WHEREAS, Our Ass'n feels that on account of the facilities provided and stocks carried by retail feed dealers, they should be entitled to a more reasonable basis, such as is now in effect in other lines of business, namely, the coal and implement business.

**RESOLVED**, That our membership give serious thought to the formation of a Tri-State Feed Dealers Ass'n, which will give assistance and protection to the feed business similar to that given to coal and implement dealers' associations.

THEODORE SPELTZ,  
Chairman,  
NILS R. TACKLUND,  
J. G. DILL.

The auditing committee reported the books of the treasurer correct in every detail.  
Adjourned *sine die*.

#### Convention Notes.

Pete Lee, Secretary of the North Dakota Ass'n, was there with his usual smile.

H. B. Armstead and C. P. Morrison told of the advantages of handling coal and salt.

W. H. Day of the Day Co. dropped in to pay his respects to his old friends and to make new ones.

Geo. P. Sexauer's long experience in the business and his natural wit kept his audience not only interested but entertained.

E. E. Evenson, Tri-State Grain Dealers Fire

Ins. Co., preached the gospel of insurance whenever he had the opportunity.

Those present included:

Callan, E. C., Worthington, Minn.; Coffey, M. E., Watertown, S. D.; Crandall, F. E., Mankato, Minn.; Dill, J. G., Wabasha, Minn.; Dittes, C. E., Beardsley, Minn.; Ervin, H. C., St. Cloud, Minn.; Evert, August, Kennedy, Minn.; Filkins, H. R., Albert Lea, Minn.; Johnson, O. T., Ihlen, Minn.; Morrison, C. P., Albert Lea, Minn.; Nachbar, C. A., Mankato, Minn.; Olson, A. O., New Ulm, Minn.; Perra, H. J., Browns Valley, Minn.; Richardson, W. H., Elgin, Minn.; Roe, C., Crookston, Minn.; St. John, B. P., Worthington, Minn.; Sexauer, Geo. P., Brookings, S. D.; Speight, H. W., Redfield, S. D.; Speltz, Theodore, Albert Lea, Minn.; Tacklund, Nils R., Sedan, Minn.

#### Pooling Destructive to Individuality.

The wonderful progress the United States has made in the development of its material resources and in the arts and sciences is the result of an equality of opportunity giving free play to individual effort.

Pres-elect Hoover says: "That, while we build our society upon the attainment of the individual, we shall safeguard to every individual an equality of opportunity to take that position in the community to which his intelligence, character, ability, and ambition entitle him, that we keep the social solution free from frozen strata of classes; that we shall stimulate effort of each individual to achievement; that thru an enlarging sense of responsibility and understanding we shall assist him to this attainment; while he in turn must stand up to the emery wheel of competition."

#### Federal Hay Inspection at Los Angeles.

Federal hay inspection was made available at Los Angeles under date of Feb. 1, under cooperative arrangements between the Federal Bureau of Agricultural Economics and the California State Department of Agriculture. Mr. Walter J. Morgan, Federal Hay Inspection Supervisor for the Pacific Coast District, has been transferred from San Francisco to take charge of the Hay Inspection Service at

Los Angeles. A representative of the California State Department of Agriculture is associated with Mr. Morgan. The address of the joint Federal-State office in Los Angeles is 700 Date Street.

Thus the Washington bureaucrats take one more step toward regulating and interfering with the hay business.

#### Gathering Corn in South Africa.

In Angola, Portuguese Africa, along the West coast of the dark continent, the women attend to the agriculture. Maize as well as kaffir corn is native food, and the ears of the former are called "mealies." Portuguese own practically most of the land in the form of large plantations or tracts, the natives doing the work, and are little better than slaves. The costumes of these women are simply cast-off clothing or simple strips of cotton cloth fastened around their bodies. So much for the influence of the whites.

The mealies are ground on stones into meal. Maize is an important crop among these people. In fact the natives divide the year into three seasons named by the natural processes of growth of the grain products. They are, respectively, "Green Heads" (the time of sprouting corn), "Kindness" (summer), and "Cutting" (harvest time of corn).

Angola is not a cereal producing territory, its exports consisting of vegetable oils, india-rubber, wax, coconuts and coffee, to Portugal and other Portuguese colonies. The nearness to the equator, 7 to 18 degrees latitude south would make it a hot country, but the 6,000 feet elevation of the interior plateau and the cool ocean current give it the climate of southern Europe.

The three railroads penetrate the country only 100 to 325 miles from the coast, and the unnavigable upper tributaries of some of its streams flow 1,500 miles in the wrong direction across Africa to the Indian Ocean, while the Congo River on the north flowing into the Atlantic is beset with fever.

Portugal 75 to 100 years ago poured men and money without stint to civilize and develop Angola, but some of the palatial structures then erected in the capital city of Loanda stand untenanted, the climate and low intelligence of the 2,000,000 blacks being insuperable obstacles.



Native Angolan Women Bearing "Mealies."

# Indiana Farmer Grain Dealers Ass'n Favors Feed Grinders and Mixers

Delegates to the 14th annual convention of the Farmers Grain Dealers Ass'n of Indiana met in Logansport, Ind., on Wednesday and Thursday, Feb. 13 and 14.

Convention headquarters was at the Barnes Hotel where many registered and where representatives of terminal markets did most of their entertaining. All business sessions were held in the City Hall.

## Wednesday Morning Session.

The first session was called to order by Pres. M. P. Hill, Francesville, and opened with community singing led by Wm. F. Hagen.

A representative of the Mayor welcomed the delegates with a short talk which left no doubt as to his sincerity.

O. A. PULLEY expressed the appreciation of the delegates for the warm welcome tendered.

F. S. BETZ, Chicago, told about "Marketing Economics," saying the increasing complexities of our civilization is making competition more acute, and economies in production and distribution are necessary to keep a place in the business world. Speculation does not make up for failure to take sufficient margin to cover operating costs.

Hedging, thought Mr. Betz, should be done by the farmer instead of the grain merchandiser, since selling the cash grain and buying the future against it to hold for the rise in the market is no more speculation than holding the cash grain.

Where grain business is insufficient farmers elevators have supplemented their income by handling various sidelines such as fencing, posts, feeds, salt, twine, coal, feed ingredients, etc., and by doing feed grinding. Farmers are often prone to criticize big business, according to Mr. Betz, but they should rather try to emulate big business and profit by using business-like methods.

## Wednesday Afternoon Session.

Following the community singing which opened the second session, Pres. Hill gave his annual report, reviewing some of the ass'n activities during the past year.

SEC'Y E. G. McCOLLUM, Indianapolis, made his annual report, saying:

### SEC'Y McCOLLUM'S REPORT.

Our ass'n has been the means of bringing together once each year the leaders of the farmers elevator movement in Indiana, where they could discuss their problems in their own way and without interference or interruption by those out of harmony with its principles. The farmer elevator leaders have the same ideas, the same desires, and are trying to accomplish the same thing, i. e., to get the farmer the high dollar for what he sells and the low dollar for what he buys. In general, these policies have not changed since they were first adopted.

Instead of criticism, which was so prevalent 10 or 15 years ago, our movement is now receiving support of agricultural leaders and the federal government.

Your state ass'n has been working for several years on co-operative buying and has had good success on coal and fertilizer. Other state ass'ns have taken up this activity and more recently a co-operative national buying organization has come into being.

If your state ass'n can put Indiana's collective buying with three, seven, or ten states, every manager knows what this volume means in getting a price. This is what is being done.

Most of you know that it is a real task and a lengthy one before the majority of your farmers really see and feel that your local farmers elevator is an asset to them. Your state officials also know that it is going to be some time before the majority of the farmer elevator managers and directors really see and feel that this ass'n is an asset to them. They know it is, or they would not have anything to do with it. They hope the doubting Thomases will soon see the light and that the prodigal sons will soon return to the fold.

J. W. SHORTHILL, sec'y of the Nebraska

Farmers Elevator Ass'n, Omaha, told the delegates about the record made by farmers elevators. Briefly he said:

### RECORD OF FARMERS ELEVATORS.

Recently I have been to Washington, where I was permitted to work with others in the interests of farm relief and an agricultural tariff. We are assured Congress will meet in special session for the particular purpose of considering these problems. The possibility of stabilizing prices is being seriously considered.

The farmers elevator movement was inaugurated back in 1880, when we first organized. Our first efforts were feeble, but for the same purposes we have today. One of our first mistakes, I think, was that we tried too hard to accomplish our aims for making the selling dollar big and the buying dollar small.

The year 1919 was the peak for organization of farmers elevators, when 168 came into being. They were easy to finance then and set going, and some were organized where they were not justified because of insufficient volume.

The word "co-operation" is often used carelessly, but in the end it simply means "working together in a common cause in an intelligent manner." Early farmers elevators were just as co-operative as they are today. The movement was never promoted.

Farmers elevators have preserved local control. There may be danger in too much independence, but it is never wise to lose control of the local company. Operation of farmers elevators under central control would be as bad as operation of farms in the same way. With the farmers financing these enterprises they will keep control, but if they are financed by someone else it is entirely likely that they will be run to suit someone else.

The eight wheat pools in the United States lacked \$100,000,000 of doing what the farmers elevators are doing, but they are the noisiest lot of "co-ops" in the country. The farmers elevator movement ought to make some noise.

The three oldest farmers elevators in Indiana and the farmers elevator with the greatest number of stockholders were called upon to say something about their enterprises.

MR. CURLEN, reporting for Rockfield, said the entire town is on a cash basis and the elevator has never failed to pay a dividend.

J. M. CANTLING, reporting for Logans-

port, claimed the largest number of stockholders. He referred to the decreasing volume of grain and the trend toward dairy and stock farming, and said the elevators must diversify their efforts by taking on side lines.

J. M. DENISTON, Walton, who claims to have the largest farmers elevator company in the state, said much the same. Sidelines are necessary to keep up volume of business. Book accounts are bad and must be vigorously prosecuted to prevent losses on bad accounts. The Walton company has gone on a cash basis now and settles all accounts at the close of each year.

A short program of entertainment was run into the session at this point. The K-4 Quartet of the Pennsylvania R. R. gave several numbers.

RUSSELL EAST, Agricultural Agent, Pennsylvania R. R., discussed shipping. This is given in part elsewhere in this number.

Adjourned to Thursday morning.

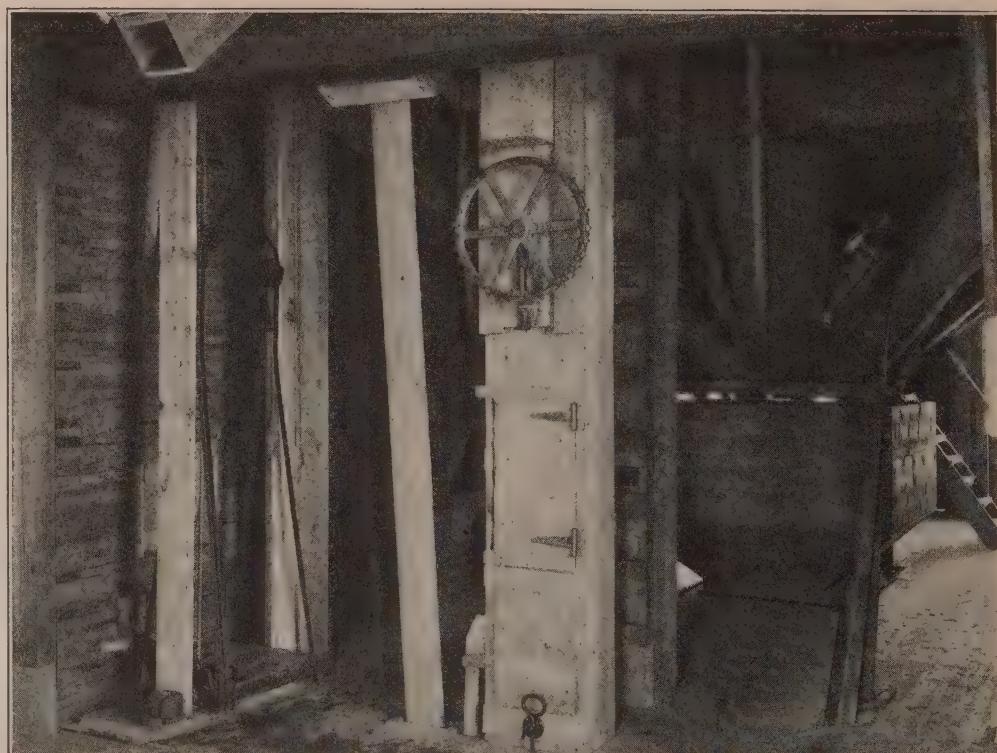
## Annual Banquet.

A splendid banquet of several courses was enjoyed by the delegates shortly after 6 p. m. Wednesday, in the dining hall of the Elks Club. Music and the K-4 Quartet, furnished entertainment while the food was being consumed. Then chairs were pushed back and cigars lighted as those present prepared to enjoy an interesting and amusing address by Rev. J. S. Corkey, an accomplished speaker.

## Managers Session.

The third session was opened Thursday morning with Pres. Walter Penrod of the managers organization in the chair. He discussed the modern farmers elevator, declaring it is a business institution and should be conducted on business principles as any other business, dealing with and seeking the trade of outsiders as well as members. The job of a farmers elevator is to find what the people want and give it to them at a reasonable price.

During the course of his address he emphasized the importance of installing a feed grinder and mixer and preparing balanced rations as the farmers want them. Whereas feed formulas were once secrets held by the big feed manufacturers, they can now be obtained at the Universities and prepared at home at



Working Floor of Starbuck Co-operative Elevator at Starbuck, Manitoba.  
[See facing page.]

a great saving, particularly in diversified farming sections where so many of the ingredients can be bought locally. The move for collective buying on the part of state ass'ns, he thought a forward step.

The measure of success for a farmers elevator, said Mr. Penrod, is whether it has performed an honest service and whether it has made a profit.

C. S. LATSHAW, sec'y of the Ohio Farmers Grain Dealers Ass'n, said "No Man Can Serve Two Masters," and proceeded to tell why he thought so, scoring the farmer, who is a member of a farmer elevator, yet hauls his grain to its competitor.

WM. F. HAGEN, Chalmers, discussed the "Manager as seen by a Director," and thought some system should be developed whereby managers could be rated as they scored, for the present methods do not permit directors to know much about a manager before they hire him. He emphasized integrity as a prime requisite.

C. O. GIFFORD, Ade, told about his experiences in managing the elevator at Ade, and how the experience of the directors in hiring a cheaper man led them to call him back to prevent further losses. Brief reports along the same line were given by other companies.

In managers business session immediately following all the old officers were re-elected. They are Walter Penrod, Medaryville, pres.; Ernest Gadbury, Matthews, sec'y-treas.; directors E. E. McVicker, Van Buren; H. O. Rice,

Huntington (Ohio); A. Pulley, Warren; and Ed. Shortz, Chalmers.

Adjourned to 1 o'clock p. m.

### Thursday Afternoon Session.

The fourth session was confined to business of the ass'n. Reports were made by the auditor, the treas., and various com'tees, and accepted.

### ELECTION OF OFFICERS.

The following officers were elected to head the organization during the ensuing year: M. P. Hill, Francesville, pres.; M. Maroney, Luerne, 1st vice-pres.; Samuel Foster, Otterbein, 2nd vice-pres.; W. F. Hagen, Chalmers, treas. Directors: C. A. Busenbark, Crawfordsville; Fred Roberts, Monticello; H. O. Rice, Huntington.

The following resolutions were read and adopted:

### RESOLUTIONS ADOPTED.

#### ELEVATOR COURSE AT PURDUE.

REALIZING the present and future needs of co-operative training to fit young men as managers of co-operative ass'ns we recommend and urge that Purdue University develop such a course of study similar in character to those of other states who are leading us in these efforts.

WE URGE our companies in every way possible to interest the rising generation in the farmers elevator by making them members, getting them on their programs and to know more of the history of the movement, that the benefits of the existing farmers elevators may be carried on to our posterity.

### FEDERAL MARKETING BOARD.

WE FAVOR the creation of a Federal Farm Marketing Board with broad powers for the investigation of production and marketing of farm products and whose duty it shall be to work in an advisory capacity with farmers co-operative marketing organizations. And we urge the recognition of the farmers elevators ass'ns in the appointment of the personnel of the Board.

### ST. LAWRENCE WATERWAY.

WE WOULD point to the Panama Canal as a successful enterprise and investment and firmly believe the St. Lawrence Waterway would not only prove more successful, but of much larger benefit not only to the farmers of the grain belt but any industry as well and would most urgently favor its early completion. We are opposed to any other Eastern water route to the ocean.

### COMPETITIVE MERCHANDISING.

WE STRONGLY disapprove of the policy of any farm organization to enter into the merchandising business in direct competition to farmers elevator companies.

### FARM RELIEF AND TARIFF.

WE FAVOR a revision by the present Congress of the tariff schedules of duties on imports to the end that the American market may be preserved for the American farmer.

WE FAVOR the discouragement of any increase in the present acreage of tilled lands until such time as American markets demand additional American farm products.

### RADIO.

WE BELIEVE that the importance of agriculture is such, and that its problems are of sufficient importance to farmers and to the nation, to justify the allotment to some large radio broadcasting station the exclusive right to the use of some practical wave length among the forty to be allotted (and we desire that such exclusive right be allotted to radio station WLS of Chicago).

### FEDERAL LOANS TO CO-OPERATIVES.

WE FAVOR such an amendment of the present federal law as will permit federal loans to be made, on adequate security of any nature, to establish farmers co-operative marketing organizations for the purpose of providing working capital or investment in necessary facilities.

The com'ite on convention for 1930 accepted the invitation of Wabash, and the annual meeting will be held there next year.

Adjourned *sine die*.

### Organize Board of Review.

H. J. Besley, who heads the grain inspection division of the Buro of Agricultural Economics, has gone to Kansas City where plans are under way for organization of a Board of Review.

Complaints have been prevalent in the Southwest for some time regarding the distance that samples must be sent and the length of time involved before final appeal grades on grain could be returned. The agitation in connection therewith is apparently at least partially responsible for this action.

The proposed Board is to be composed of seven members, recruited from the Missouri and Kansas grain inspection departments and the various branches of the grain and milling trade.

### Economy of Power in Manitoba Elevator.

The grain elevator built a year ago for the Starbuck Co-operative Elevator Ass'n at Starbuck, Man., is substantially constructed.

The foundation is a reinforced concrete slab, giving a solid support for the cribbed walls, which are covered with lap siding. All of the 24 bins are hopped, and have a capacity of 50,000 bus.

Economy of power is obtained by employing SKF Ball Bearings in the transmission to reduce friction and take care of slight changes in alignment. A 10-inch, 5-ply rubber belt running from a jackshaft to the countershaft in the cupola operates the single leg, power being supplied by a 20-h.p. oil engine.

The equipment includes an air dump, Fairbanks 10-ton Truck Scale, Fairbanks 100-bu. Hopper Scale, Pearson Distributing Spout, manlift and a 5-unit cylinder separator. The plant was erected by Pearson & Burleigh.

# Ohio Farmer Grain Dealers Ass'n Objects to Long Time Credits

The Fourteenth Annual Convention of the Farmers Grain Dealers Ass'n of Ohio was held at the Waldorf Hotel, Toledo, February 21-22, with 250 in attendance.

After registration in the lobby in charge of the Ohio Department of Mill Mutuals, the first session was called to order at 10:30 a. m. in the banquet hall by President N. G. Bennett.

L. R. FORSYTH led in singing America and pronounced the invocation.

Kenton D. Keilholtz, president of the Toledo Produce Exchange, welcomed the delegates in behalf of the exchange and the city. In addition to the key, he presented the key hole and divulged the source of a patent remedy for many ills. In a more serious vein he lauded the incoming national administration as being cognizant of the problems of the farmer and the grain trade and looked forward to a sensible, sane administration.

LEON GOVE, Avery, responded.

PRESIDENT BENNETT in his annual address outlined the purpose of the association and enumerated the benefits to be gotten from the meetings.

E. G. McCOLLUM, Indianapolis, Ind., secretary of the Indiana Farmers Grain Dealers Ass'n, gave a real booster talk on co-operation, outlining the farmers elevator movement from its inception up to its present state of development, and he called upon the members for some degree of sacrifice to further the movement.

THE AFTERNOON session was called to order at 2:00 p. m. and C. W. Palmer, Defiance, gave a memorial address in honor of Frank Johnson, John Wickenhiser, Wm. Ruetz and A. Fetterman, members of the association, who had passed on since the last meeting.

This was followed by a musical selection by the Defiance College Male Quartet, which rendered several very good selections during the afternoon session.

M. P. HILL, Francesville, Ind., president of the National Farmers Grain Dealers Ass'n, in an address urged closer co-operation in state and national affairs as well as locally.

W. J. Kuhrt, Washington, D. C., senior agricultural economist, had for his subject "Present Status of the Farmers Elevator Movement in the U. S." From his address we quote the following:

A debate, "Resolved that it is good business for the consumer and dealer, and economically sound for the manufacturer to establish the retail selling price of their commodities," with Pearl Burkett, Rawson, affirmative, and I. M. Jennings, Beaverdam, negative, brought out many enlightening facts, and was declared a draw.

H. G. TAYLOR, Washington, D. C., manager of public relations American Railway Ass'n, in his address on "Workings of the Great Lakes Regional Advisory Board" outlined the organization and purposes of the regional advisory boards. He attributed the deliverance of the railroads from the chaotic condition of ten years ago to the close co-operation and exchange of ideas between shipper and carrier and asked for further co-operation from the shippers.

A. G. Patzer, Grove City, on "Publicity, An Essential Part of Operating a Country Elevator," told the story of his successful advertising. In addition to local newspaper ads he mails out a thousand copies each month of "Sawdust and Splinters," a house organ edited by himself. Real activity on the part of the manager following up the interest aroused is required to make the advertising pay.

Adjourned to 6:30.

The S. R. O. sign was put up at the Banquet Hall and after a satisfying repast toastmaster Jesse Huriburt directed an excellent entertainment. Music was furnished by the Defiance College Male Quartet and the Little Bennetts, daughters of Pres. Bennett, recited.

Steven K. Mahon, D. D., Toledo, speaker of the evening, chose for his subject "A Good Old World." Evidently his reputation as a speaker had gone before him and was responsible for the full house.

## Friday Morning Session.

The third session opened at 9:30 a. m. with a motion picture exhibition by R. C. Crawford, Gulf Crushing Co., showing the crushing and handling of oyster shells in their plant.

WM. C. HORN, Castalia, chose for his subject, "Cash and Carry, or Carry and Crash." He cautioned against an over extension of credit and warned the elevators to confine their efforts to grain business and sideline sales and let the banker do the banking in the community.

M. M. PERKINS, Valley City, gave his experience in operating trucks for the delivery of coal, feed, lumber, and implements. His firm now keeps two trucks busy and makes a charge of \$1.00 per ton which is profitable to the elevator. A general discussion followed in which other dealers related their experiences and brought out the advantages in furnishing trucks to haul in the farmers' grain. Some charged from 2c to 5c per bushel, regardless of the distance, while others made a

charge of 30c to 50c per mile for the load.

ROSCOE RUSSELL, Malinta, gave an address, "Is the Farm Bureau's County Warehouse an Asset or Liability to the Farmers' Movement?" which was followed by a general discussion and some criticism of farm bureau methods.

W. R. TABBERT, Toledo, talked on "Our Auditing Department."

L. G. FOSTER, Ohio State University, spoke on "How the Farmers' Elevator Can Best Serve the Farmer," and made it plain that it was not done by paying the farmer more for his grain than it was worth. He outlined the changes being made in the manner of doing business, the growth of the chain stores, cash business, and installment plans, and advised the elevator companies to first form a definite policy and then adhere strictly thereto.

WM. JACKSON, Holgate, pointed out the creation of confidence and publicity as benefits to be derived from the annual stockholders' meetings. Adjourned.

A closed meeting for managers only was held at 1:30 presided over by Oscar Slosser, Fostoria, followed by a closed meeting for members at 2:30.

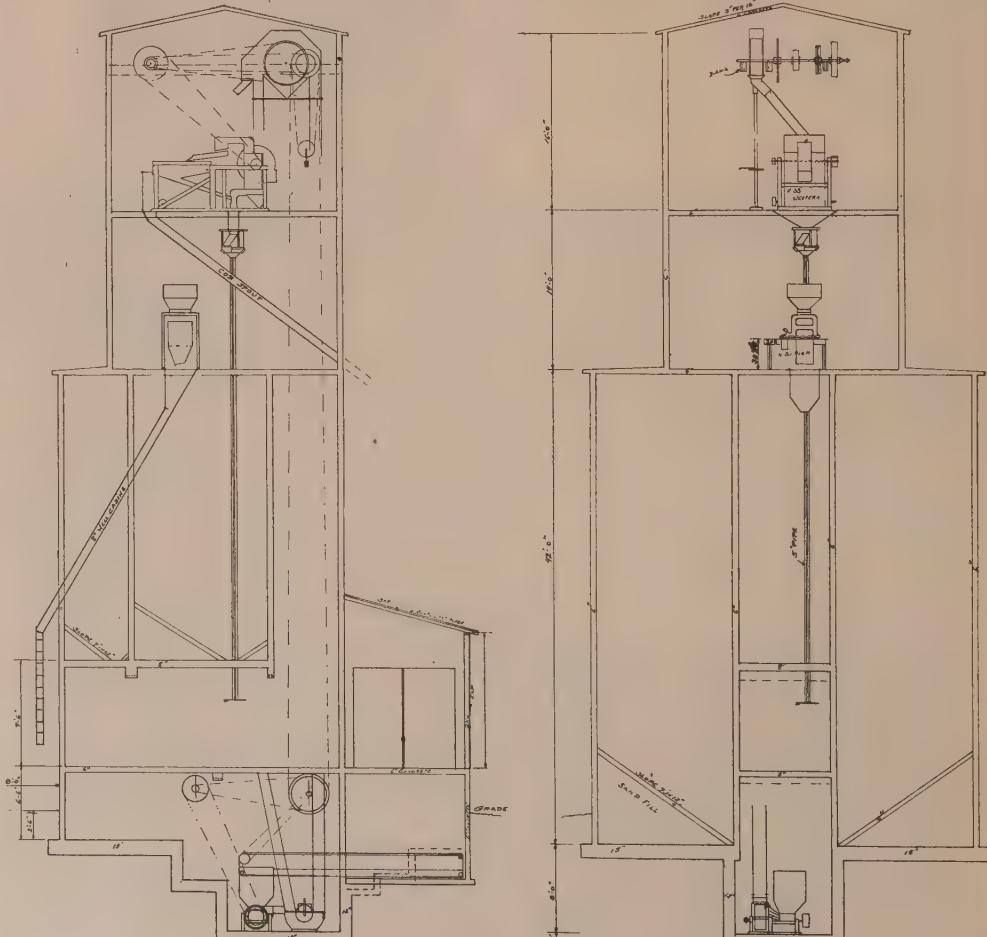
The following officers were elected: Pres.,

W. C. Horn, Castalia; 1st V. P., L. C. Schmunk, Rocky Ridge; 2d V. P., Leon Gove, Avery; Directors: L. G. Guscott, Olmsted Falls; J. H. Meyers, Westerville, and N. G. Bennett, McComb.

## CERTIFIED ACCOUNTANTS' BILL.

WHEREAS, Many uncertified public accountants who are acquainted with the grain and elevator business have given the elevators of Ohio very valuable service in intelligent audits during the years that have passed; and,

WHEREAS, There is now a bill before the Ohio Legislature known as House Bill No. 224 which is fostered by the Certified Public Ac-



Sectional Elevations of Farmers Grain Co.'s Concrete Elevator at Hagener, Ill.

[See facing page.]

countants Ass'n of Ohio which would work a hardship to the men who have been auditing the records of very many cooperative and privately owned elevators in Ohio; be it

RESOLVED, That this Ass'n now in session go on record as opposing the passage of this bill as being against the best interest of the elevator and grain business of Ohio, and that our secretary be instructed to send a copy of this resolution to every member of the State Legislature.

#### SYMPATHY AND CONDOLENCE.

WHEREAS, The Great Creator has in his providence seen fit to remove from our midst some of our most loyal members in the persons of Frank Johnson, John Wickenhiser, William Ruetz and A. Fetterman; therefore, be it

RESOLVED, That we deplore the loss of their valued counsel and advice and that in their passing this Ass'n has lost four of its highest esteemed members. Be it further

RESOLVED, That this resolution be spread upon our records and a copy of the same sent to the family of each of the deceased members.

Resolutions of thanks were voted the Toledo Produce Exchange, the hotel and the officers.

Bauer Bros. Hammer Mill with Fairbanks-Morse enclosed motor attached and Bauer Bros. Corn Crusher were exhibited in the hotel lobby by J. M. Bell, factory representative.

Morton Salt Co. displayed samples of its various grades of salt.

Gulf Crushing Co., Inc., and Oyster Shell Products Corp. had exhibits.

Keystone Steel and Wire Co. exhibited wire fencing and presented each delegate with a jumbo pencil and a novel pocket knife.

Hooven and Allison Co. displayed binder twine.

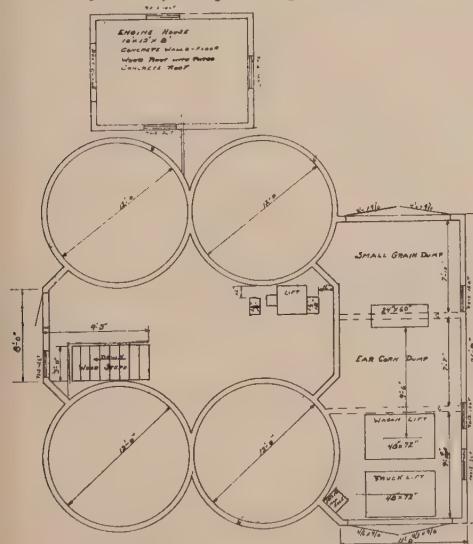
Red Top Steel Post Co. showed fence posts.

Larowe Milling Co. ran a car between the hotel and the mill to carry delegates who were interested in inspecting their plant.

John G. Troester represented Union Iron Works, and O. W. Randolph was on hand to solve grain drier problems.

J. W. Huntington, L. S. Rice, H. G. Pyle, and Leroy Neal, represented the Ohio department of Mill Mutuals.

**The co-operative marketing act of July 2, 1926, permits farmers and farmers' associations to exchange crop and market information directly or through a common agent, an essential practice in efforts to adjust supply to demand. This valuable right was not definitely established prior to the passage of the co-operative act, for the Supreme Court of the United States had decided that certain uses of information by trade associations violated the antitrust law. Under the co-operative law and other legislation of a similar remedial character, co-operative associations are practically exempted from the Federal antitrust laws.—W. M. Jardine, sec'y of agriculture.**



Plan of Farmers Grain Co.'s Concrete Elevator at Hagener, Ill.  
[See facing page.]

#### Concrete Country Elevator.

The new concrete fireproof elevator on the C. B. & Q. R. R., at Hagener station, not far from Beardstown, Ill., has been cleverly designed to give a very considerable storage capacity with a combination of large and small bins. This was accomplished by spacing the large corner tanks well apart and connecting them by five walls that gave the number of smaller bins desired. The new plant takes the place of an old studded house of 10,000 bus. capacity.

The circular bins are 12 ft. inside diameter and all walls are 6 ins. thick. The middle, three bins extend down to the work story, the outer circular bins down 42 ft. to the ground, where they are hopped over a sand fill toward the center. The storage capacity is 20,000 bus.

The building is 25 ft. 6 ins. by 34 ft. long, the driveway increasing the width from 25 ft. 6 ins. to 36 ft. The cupola, which is round, is in two stories, 14 and 16 ft., increasing the height to 72 ft. at eaves. Not only the walls but the floors and roof of the cupola are of concrete reinforced with steel. Driveway and office are frame, iron clad.

The boot and sheller pit are waterproof, altho the excavation was 13 ft. below the level of the ground. Being watertight considerable expense is saved in pumping during floods.

The equipment includes one steel leg with a 14-in., 5-ply belt, carrying 13x7 cups set 14 ins. centers; a Hall Distributor; No. 24 Western Sheller driven from lower counter-shaft with 8-in. rubber belt; No. 33 Western Gyrating Cleaner on upper floor of cupola furnished with Hyatt Roller Bearings; 4-bu. Richardson Automatic Scale in lower floor of cupola, from which grain is spouted to cars thru and 8-in. well casing.

Power is generated by 2-cylinder Diesel oil engine of 30 h.p. housed in a separate concrete building 10x12x8 ft. high. The drive from basement to cupola is by rope transmission.

The driveway is equipped with double Keewanee Air Lift, one lift for wagons and the other for trucks, and a 10-ton scale over the two dump sinks, which have a butterfly valve. One of the dumps, of 200 bus. capacity, handling ear corn, has a conveyor to feed the sheller, and the other of 100 bus. capacity, for



Concrete Elevator of Farmers Grain Co. at Hagener, Ill.

small grains, has gravity feed to leg. The cupola is reached by means of a manlift.

The cobs are delivered to cob burner thru a spout with specially designed opening to prevent fire being communicated to the cupola.

The adjacent office building is 10x12 ft. and 9 ft. to ceiling.

This convenient, up-to-date plant was designed, constructed and equipped complete by Geo. W. Quick & Sons for the Arenzville-Hagener Farmers Grain Co., of Arenzville and Hagener, Ill.

The Arenzville-Hagener Farmers Grain Co., dealer in grain, coal, flour, feed, salt and tankage, was organized in June, 1908, when it purchased the elevator of McElroy & Treadway at Arenzville, and G. H. Kloker took charge as manager. Shortly thereafter it acquired Schultz-Baujan & Co.'s elevator at Arenzville also, and the Beardstown Lumber & Grain Co.'s plant at Hagener, which was placed in charge of H. L. Meyer. Upon the death of Mr. Kloker in April, 1913, Mr. Meyer was promoted to general manager. Elmer H. Roege replaced Howard Peck as manager of the Hagener house.

#### I. C. C. Activities.

**Reparation** is asked in docket 21836 by the Scoular-Bishop Co., Superior, Neb., against the C. B. & Q., claiming violation of sections 1 and 3 of the Act, on corn from Ruby, Neb., to Almena, Kan.

Milroy Milling Co., Inc., Milroy, Ind., vs. Big Four railroad is the concern of docket 21885, in which the former alleges back haul charges in violation of sections 1 and 3 of the Act, on grain moving into Milroy, milled in transit, and forwarded to Louisville, Ky., Cincinnati, O., and Columbus, O. Reparation, and rates, rules and transit charges for the future are asked.

In No. 20104 the Commission ruled in favor of elevator operators at Guernsey, Monticello and Yeoman, Ind., that the rate on grain reshipped over lake or lake and rail lines was unduly prejudicial compared with rates on the Louisville division of the Monon. Not later than Apr. 20 the Monon is required to put in a rate not in excess of 1½ cents over the rates from Monon and Francesville.

In 18730 the Commission has ordered joint overhead rates on corn and other coarse grains established May 1 on petition of the railroad commissioners of Iowa and South Dakota against the Santa Fe. Rates from the two states to Colorado were found unreasonable. The new rates will be arrived at by adding to the Missouri River rates one cent for hauls of 40 miles and less, to 10 cents for distances over 360 miles up to 400 miles.

The Pine Bluff Grain Exchange has filed complaint with the Interstate Commerce Commission for the Cook-Bahlau Feed Manufacturing Co. et al. against the St. Louis-Southwestern et al., claiming unreasonable rates on grain and grain products from St. Louis and other points on the St. Louis-Southwestern to points on the Kansas City Southern and Texarkana & Ft. Smith south of Texarkana, Ark. Rates for the future and restoration of former routings are asked.

In I. & S. 3150 the Commission found justified the cancellation of a transit rule applying by-product rates on grain and products originating in Missouri, Iowa and Illinois and given transit at Peoria, Pekin and Chicago districts. This is an outgrowth of the decision favoring the Arcady Farms Milling Co., 126 I. C. C. 449, after which the carriers proposed to cancel the old Boyd rules and put in the Jones transit tariff, which is two or three cents higher. The Commission now holds the rates so increased to be reasonable.

I. & S. docket No. 3233 covers the operation of schedules published in supplement No. 35 to Frisco tariff I. C. C. No. 8655, supplement No. 3 to M. P. tariff I. C. C. No. A-7283, supplement No. 6 to K. C. S. tariff I. C. C. No. 4544 and others issued by these carriers. Schedules suspended until Sept. 1 proposed cancellation of the application of the Kansas City, Mo., basis of proportional rates from various interior junction points in Southwest Missouri and Southeast Kansas on shipments of grain, grain products and hay destined to points in Arkansas, Mississippi, Missouri, Illinois, Oklahoma and Texas, which would have caused high joint thru rates or combination rates.

# Minneapolis Generous Host to Minnesota Farmers

The twenty-second annual meeting of the Farmers Grain Dealers Ass'n of Minnesota in Minneapolis will be remembered for its helpful program, the splendid turn-out despite the heavy snows and 24° below temperature, and the increased number of mechanical exhibits.

The old West Hotel was headquarters. The large lobby lent itself admirably to the mingling crowds in addition to some 40 machinery displays.

The flag-adorned Moorish Room easily harbored the 200 delegates attending the first business session, which was called to order at 10:30, President Theo. Fredrickson, Murdoch, presiding.

"AMERICA" and invocation were led by F. S. Betz of Chicago.

**MAYOR LEACH** welcomed his listeners to Minneapolis. President Fredrickson responded.

## COMMITTEE APPOINTMENTS.

**RESOLUTIONS:** S. S. Beach, Hutchinson; Aug. Smith, Litchfield; Lars Nesheim, Montevideo; Oscar Olson, Truman; C. A. Erickson, Hallock; N. H. Mongeau, Elmore; H. R. Wortink, Edgerton; C. R. Saxon, Round Lake; J. R. Quamme, Pelican Rapids.

**AUDITING:** N. B. Leines, Willmar; Theo. Edenstrom, Wolverton, and C. A. Erickson, Hallock.

**CREDENTIALS:** N. B. Leines, Willmar, and Chas. Hoffstrom, Windom.

**BY-LAWS:** Fred Sidenstecker, Wheaton; Sec'y A. F. Nelson, Minneapolis; Bert Milligan, Westbrook; H. A. Fredrickson, Windom; Albert Immer, Jeffers, and Harry Keene, Kimball.

**FRANK SLOAN**, Sioux Falls, sec'y of the South Dakota Farmers Elevator Ass'n, and A. L. Berg, Baltic, So. Dak., president thereof, brought the greetings from that organization and expressed thankfulness for the harmony existing between the two groups.

Pres. Berg deplored the large percentage of tenants on farms today, which is about 50%.

## SHIPSTEAD BILL AFTERMATH.

**P. A. LEE**, able sec'y of the North Dakota Grain Dealers Ass'n, spoke on the history of the battle fought to regain carrying charges for farmers' elevators which accrued during the regime of the U. S. Grain Corporation.

All arguments with the liquidating trustees of this war-time body brought no results, so legislation was resorted to, the recently signed Shipsted bill being the climax of all concentrated effort in behalf of elevators storing grain for the Grain Corporation.

Under the provisions of this bill the comptroller general must pass on the validity and equitableness of all claims. Further, since no government employee can aid a claimant against the Government, it has developed that a \$10,800 appropriation must be obtained to permit the auditing of the books of the corporation. This delaying handicap, Sec'y Lee has been assured, will be provided for in the second general deficiency fund authorized.

It has also developed that claims may possibly have to be filed separately by claimants. Since a large proportion of the farmers' elevators who feel they have justifiable claims have no longer any record of transactions during this period, unless the amounts involved are voluntarily determined and checks mailed from Washington, a large proportion will receive nothing.

Sec'y Lee requested his listeners to remain dormant for the time being, letting federal officials take the initiative, that all may have a better chance to share in the storage due.

P. P. QUIST, Minneapolis, state weighmas-

ter, who has served in this capacity for the past 28 years, invited all delegates to inspect the workings of the department which he heads.

## APPEAL TO MODIFY GRADES.

D. P. O'NEIL, chairman Board of Appeals, passed his time to Col. Wilkinson, who, after explaining the technicalities of protein determinations and reflecting premiums, delved into the problems developing out of the Federal Grain Standards Act.

In the first place, the rules are too technical.

Kansas got a dose this year of what the Northwest has suffered ever since the federal grain standards became effective, including "bleached" wheat, a "musty" grade on account of "earthy" or "ground" odor. The grain trade is far from the end of problems and troubles arising because of increasing technical rulings.

Twenty-one storage elevators in Minneapolis, mixing houses excluded, took in 7,030,816 bushels of No. 1 wheat during the crop year 1927-1928, and loaded out 13,271,841 bushels of the same grade.

This situation is accounted for because of the lack of any set tolerance. This country is the only one not allowing a tolerance, compared to one-half pound allowed in Canada and one pound allowed in England. Incidentally, 58-pound wheat is accepted in Liverpool bushel per bushel, and the Winchester bushel calls for 60 pounds.

During the 1927-1928 crop year Minneapolis received 15,230 cars of wheat that took the No. 2 grade only because of no existing tolerance, the grain being just a shade under the dividing line that would classify it as No. 1.

This is costing the farmers untold sums. Grain dealers, in the defense of their patrons, as well as in their own behalf, should join hands for a modification of present standards.

**ADJOURNMENT** followed, to permit inspection of the many interesting mechanical exhibits and to indulge in the sumptuous private luncheon parties provided by individual Minneapolis grain firms.

## Tuesday Afternoon Session.

The second business session opened promptly at 2:00 with 400 present.

**SEC'Y A. F. NELSON**, Minneapolis, read his annual report in which he said:

### SECRETARY NELSON'S REPORT.

For the twenty-second time the gavel has sounded and the Farmers Elevator Ass'n has been called together to exchange ideas, rub shoulders with their neighbors, get better acquainted, and carry home for future reference such ideas and new thoughts as they can afterwards use to advantage in their community.

### SIDE LINES.

With the passing of the large, waving fields of yellow grain to the western and southern slopes, and as the years rolled by, the country, in following the advance of civilization, was faced with problems particular to diversified farming, rather than those of extensive grain farming.

Elevators confronted with a decrease in volume of grain handled and rapidly increasing cost of operations, naturally swung into the handling of commodities to help defray a part of the expense.

Side lines today are, in many instances, the chief items of maintenance, contrasted with when side lines were first handled on a very small margin.

Thirty different commodities are handled as side lines in varying numbers by the four hundred or more elevators canvassed. Out of those reporting specifically to questions asked, 318 handled coal, 281 handled feed, 238 handled flour, 210 handled twine, 187 handled salt and 200 handled seeds. Only 88 elevators handled implements, 82 handled posts, 54 wire, 43 hay, 54 wood, and 29 oil, while less than 20 handled lumber, tires, hay, cement, oil, brick, autos, tractors, and numerous other commodities.

Elevators that started grinding feed years ago are replacing their old and small machinery

with larger and better equipment. Reports indicate that this service is profitable and links in beautifully with the elevator business, as the elevator can make use of screenings cleaned from the grain, and grind and mix to a certain extent their own feeds in addition to custom grinding. There is a large field of opportunity in feed grinding, one that should not be overlooked.

Some elevators have made a marked success in late years in handling radios. The various kinds and the success of commodities handled depends a great deal on local conditions, and the aptitude of the manager towards handling different lines. Not all managers can make a success of every side line handled.

Implements require special knowledge that perhaps is not possessed by the average manager. Consequently, the implement business may not be a very profitable line to sell. When you review the work to be done by the manager it is marveled that he is a success.

Sec'y Nelson reviewed the war-time storage rebate situation, given in detail by Sec'y P. A. Lee of Grand Forks, No. Dak., and Geo. T. Simpson, legal council. The work and accomplishments of the Northwest Shippers Advisory Board were lauded, and also a history of the work done on Docket 17,000 given.

### Keep Shares in Producers' Hands.

I want to tell you without fear of contradiction that 90% of the farmers' elevators that have gone out of business during the last five years have quit because the officers and stockholders did not take precautions to see that their stock was in the hands of producers.

**W. J. KUHRT**, Washington, D. C., ass't Agricultural Economist, spoke on "The Status of the Farmers Elevator," a repetition of his address before the South Dakota Farmers Elevator Ass'n, held at Mitchell, So. Dak., in December last.

### REFLECTING PROTEIN TROUBLE-SOME.

**LARS NESHEIM**, manager of the A. S. of E. Farmers Elevator Co., Montevideo, Minn., enumerated the unending troublesome problems arising from the attempt to reflect protein premiums back to producers, which results in much grief and worry.

MR. KUHRT told of variations in protein content of 8 1/2%, the average being about 4%. Paying for the average of the station is not satisfactory at large surplus shipping points, where the variation is usually above normal.

The Walsh resolution for establishing federally licensed protein testing laboratories at strategic points throughout the surplus wheat section was discussed by Mr. Kuhrt.

**D. P. O'NEIL** emphasized the difference between reflecting protein-premiums in Minnesota, where the farmer raises wheat in wagons, and in Montana, where the farmer raises it in carloads. In Minnesota, the station premium average method is the most practical.

### SUCCESS HINTS.

**A. O. UELAND**, Halstad, Minn., gave some pointers on making a success of operating a farmers elevator.

Separating the managerial from the clerical end of the business was the first point made. Showing no partiality; building a surplus so as to avoid borrowing and heavy interest charges; extending no credit in competition with the bank; being fair competition ourselves, and buying out undesirable competitors, were covered.

### MINNESOTA SEED COUNCIL EX-PLAINED.

**RALPH CRIM**, Extension Agronomist, University of Minnesota, reviewed the history and principles back of organizing the Minnesota Seed Council, namely, to curb deceiving misinformation about seed stocks and varieties. Prosecutions and educational efforts will continue to increase.

Tests made to determine most adapted strains over a three-year test period resulted in the following records:

Gopher Oats, 174 trials, yielded 7.9% better than anything else;

Velvet barley, 168 farm trials, over 3 years, tested 4.5% above other varieties;

Ceres wheat, a new strain developed to resist rust, produces 20% higher.

Mr. Crim recommended appointment of one member to represent the elevator ass'n on the Council better to aid in educating the public against spurious information and for greater profit for the farmer.

A new disease on flax, *pasmo*, is something that is going to trouble producers in the near future.

Some strains of Argentine flax are fairly adapted, but most are not, due to not being wilt resisting, short strawed and thus more susceptible to weed mixtures, etc.

## ADVANTAGES OF USING SHIPPING CARDS.

BERT MILLIGAN, Westbrook, praised the system of sending detailed shipping data along with every car, keeping a duplicate copy. Collection of claims for losses are materially aided by this method, which was inaugurated by state law.

A COM'ITE of three was recommended by motion.

The meeting then adjourned, emphasis being laid on the exhibits in the lobby.

All those interested in handling lumber then met in one of the smaller rooms in closed session, to presumably consider collective purchase of lumber.

## Get-Together Banquet.

A get-together banquet was given on the "dutch-treat" plan so delegates might have the opportunity to meet officers of other organizations and the "national" officers.

The gathering enjoyed many humorous stories.

The bulk of the delegates took dinner on Minneapolis firms, enjoying shows and what-not into the wee hours of the night.

## Managers' Day, Wednesday.

The third business session opened with Pres. Fredrickson in the chair. The entire day was devoted to problems confronting managers. About 500 were present. "America" by all was first on the program.

A com'ite of three was appointed to work with South and North Dakota organizations on ways and means of furthering co-operative marketing. These three were: Oscar Olson, Fred Sidenstricker and Sec'y A. F. Nelson.

## PRESSURE TANK INSPECTION CONDEMDED.

MR. CONLEY, Pelican Rapids, condemned inspection of low-pressure tanks at grain elevators, and requested all to think over this question for discussion in the afternoon.

## AUDIT GOOD BUSINESS.

OSCAR OLSON, Truman, Minn.: An audit is fundamentally good business practice. We have a man in charge of each of our side line departments and find an audit stimulates competition for volume.

Business men take interest in the audit of elevators, so do stockholders. We have some director take inventory of each department and find interest and sales materially stimulated.

WAGON SCALES cost us a lot of money. They never weighed correctly because three-fourths of the load or more was on the back wheels and the old wagon scales were not designed to weigh loads not evenly distributed. So every year one of our elevators came up thousands of bushels short. Our new truck dump-scale easily overcame this costly drain on our profits.

C. R. SAXON, Round Lake, treated the auditing of records from the angle of what a crooked manager can steal. To illustrate, a steady manager can so juggle accounts that the good will of the institution is jeopardized from gossip following dismissal or imprisonment.

An efficient auditor can also point out where improvements and changes can be made for greater prosperity. Directors can be shown more readily why large surpluses should be built up.

An audit by a certified public accountant is

an investment, not an expense, and should be practiced more extensively.

H. F. SKYBERG, East Grand Forks, Minn.: An audit is sound business practice. It shows up which departments are paying and which are not, which disclosures aid in bringing about profitable adjustments to make every department pay its way.

An audit removes a good portion of the temptation from a manager whose sense of justice is not overly developed. An honest manager will invite an audit.

Credits and outstanding notes are quickly shown up by an audit. Collections are stimulated and business invariably increased.

## SMUT PREVENTION.

H. R. SUMNER, Executive Sec'y Northwest Crop Improvement Ass'n, spoke on Smut Prevention. His address is published elsewhere.

Mr. Sumner recommended a com'ite be appointed to co-operate with the crop improvement group.

C. O. ERICKSON, Watson, reminisced on some of the early struggles of the farmers elevator movement.

Paying good salaries was highly recommended, to guarantee the best managerial ability.

N. J. HOLMBERG, Commissioner of Agriculture, generalized on agriculture in Minnesota, finishing with a plea for greater co-operation on seed, weed and feed control and enforcement of laws.

H. A. OLSON, president of the Minnesota Farm Buro, finished the morning's program.

## Wednesday Afternoon Session.

MR. SIMPSON, counsel for the Minnesota Farmer Grain Dealers Ass'n in collecting claims of farmers' elevators for storage charges accruing during the administration of the U. S. Grain Corporation, delved into all the interesting details of the case to date, culminating in the recently enacted Shipstead Law. Only one person in Congress, Hon. Mr. Black of Texas, objected to the bill.

Claims are to be audited by the Comptroller General, an appropriation of \$10,800 being forthcoming very shortly. Some 15,000 claims have been paid, but the remaining 5,000 claims are to be handled en masse by the individual state sec'y's. The government's records are to be used as a basis for paying claims.

The matter will bear watching to avoid further delays.

F. S. BETZ, Chicago, spoke on marketing economies, dealing emphatically with the elevator operators who handle grain on too small a margin, auditing, building sufficiently large surpluses, the importance of doing business on a cash basis, and hiring an experienced and intelligent elevator manager.

J. W. SHORTHILL, Omaha, Sec'y of the National and the Nebraska Farmers Grain Dealers Ass'n, spoke on the influence of farmers elevators on the marketing of grain, and pleaded for greater loyalty.

## CHAMBER SONGSTERS TREAT.

After the heavy theme so ably treated by Sec'y Shorthill, the enlightening melodies rendered by the seventeen voices composing the Chamber of Commerce Choir, under the direction of Pete Ingold, were most welcome indeed. The blend and harmony of voices was pleasingly restful. A solo in Swedish and one in Norwegian tongue made the occasion real Grand Opera for some. The "Winter Song," and the "Bells of St. Mary's," effectively finished off the stimulating program.

CHAS. E. ECKERLE, professional promoter, recently returned from Florida after organizing a citrus fruit co-operative marketing organization, after a none-too-favorable mining venture in Minneapolis a few years before, spoke on "My Responsibility," which was more or less a subtle solicitation to use his per-

suasive powers in building loyalty by getting young blood interested in the farmers elevator movement, etc. "Advertise your business," was his closing appeal.

Therewith the meeting adjourned just before six.

Another "get-together" dinner was held to further good fellowship. A goodly number enjoyed the varied entertainment lavishly provided by the generous commission merchants.

## Thursday Morning Session.

BERT MILLIGAN, Westbrook, opened a lively discussion on Power Costs. The prevailing rate throughout the territory seemed to be \$1 a horse power straight. In the course of the discussion it developed that all managers should request and get the existing rate of \$1 for the first 10 horse power demand and 50c per horse power thereafter. Larger users of power may also take advantage of a graduated rate provided for in schedules.

The existing exclusive distribution rights of a certain coal by line companies was severely scored, it appearing that some farmers elevators developed a good demand for certain brands of coal and then lost the exclusive merchandising privilege through a blanket contract made with others.

W. G. BOYLE, Mora, dwelt on the importance of having books audited regularly; a subject well treated the previous day.

Feed grinding power costs at Mora are 4½c per kwt. On an average run of grinding, depreciation considered, it costs 6½c per sack. We charge 10c, but expect to cut to 8c.

We installed a mixer and find we can sell a good volume of ingredients as a consequence.

Power on the farm, a coming convenience, may eventually usurp this revenue.

S. S. BEACH, Hutchinson, stated they installed a Carter-Mayhew cleaner, and that at the end of the year the cleaner had paid for itself through the resale of screenings for mixing and blending.

MR. BOYLE, after further discussion of power rates, stated they were considering the installation of a diesel engine.

AUG SMITH, Windom: We installed a feed mill to keep abreast with the times, to supply an existing demand. Skim milk and our calf feed have met with success.

Cleaners are essential to the farmer. All elevators should have them, so that only the best of the grain goes to market, and so that what would otherwise be dockage and necessitate a discount, might be turned into cash as a feed ingredient. Ours is a Carter cleaner.

We installed a percentage mixing molasses machine and the result and response from our patrons was very gratifying. Screenings, weeds, etc., can be profitably fed when mixed with molasses. This installation has been a great stimulus to our feed business, just as installing the cleaner paid us double in better grades and sale of screenings.

One of our farmers, a member of the cow-testing ass'n, made 100% profit on feeding molasses mixtures, as \$18 worth of molasses produced a \$36 gain, judged by an uninterested party. Using by-products on the farm, such as screenings from the cleaners, will aid in cutting down the surplus.

N. H. MONGEAU, Elmore, deplored the credit abuse in an interesting address which is quoted extensively elsewhere.

H. BRUCE PRICE, Division of Agricultural Economics, University of Minnesota, spoke on "Operating Costs of Farmers Elevators," a thorough study carried on by this department.

Operating costs vary as do the variety of grains and side lines handled. Annual statements and audits furnished the information from which the charts exhibited were derived. Auditing, incidentally, is a healthy development quite commendable.

Increasing volume of business is fundamentally reflected in indirect ratio with diminish-

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ing costs. Extra labor during seasonal movements was given as the cause for differences between expenses of elevators handling the same volume.

Side lines sales should not bear the expense of operating the grain shipping end of the business, as side lines are a development to afford full yearly employment of an efficient manager and better utilization of the plant.

Greater profits accrue from building a greater business. Good and high-paid managers show about a \$3.50 return on capital stock per \$1 salary, compared with \$2 return per \$1 salary of the inefficient manager. The volume and extensiveness of a business should determine the caliber of manager employed. A good, well paid manager can develop a profitable business.

Selection of side lines should be carefully studied before action is taken. Lumber, machinery and merchandise requiring a merchandising specialist are lines that should be avoided.

Operating margins should be scrutinized very closely and every department made to carry the proper proportion of burden.

Therewith the session adjourned.

## Thursday Afternoon Session.

Accredited delegates were seated in a separate section to vote separately on each resolution read by Oscar Olson, Truman.

The following resolutions were read and adopted:

### Resolutions Adopted.

#### Tribute to Deceased.

Whereas, it has pleased Almighty God to remove from our midst our co-workers and friends, President H. J. Farmer and Treasurer Adam Brinn, to their eternal reward, and

Whereas, they have been faithful, ardent friends and aggressive advocates of the program and policies of the Farmers Elevators of the State of Minnesota, therefore be it

Resolved, that we hereby express our deep sorrow in the loss of their friendly personality, their wise counsel and fellowship and their efficient leadership in our Association, and be it further resolved, that we express our sincere sympathies to the families of Mr. Farmer and Mr. Brinn.

Resolved, that we spread these resolutions on the minutes of the Association and that we send a copy to the bereaved families of the deceased.

#### Brokerage Department Endorsed.

Resolved, that we heartily endorse the work of the Brokerage Department of the Farmers Elevator Ass'n and recommend the use of its service to all of our membership.

#### Stock Lien for Feed Bills.

Resolved, that we recommend to the Legislative Committee the feasibility of protecting the elevator company against the loss of accounts or grain furnished for feeding live stock, by legislation giving a priority lien against the live stock to which the grain and feed has been fed.

#### Political Bantering Swallowed.

Resolved, that we thank the Speaker of the House of Representatives for the recognition he has made of our convention in delegating a committee of the House to visit the sessions.

#### Competitive Market Vital.

Whereas, there is a growing tendency towards direct marketing of live stock whereby the packers are securing their requirements from the country by selecting the best grades of live stock there, thus diminishing the buying power from the market, tending to depress the market, therefore be it

Resolved, that we urge the patronage of the central market and thus necessitate the patronage of the packer, thereby resulting in better markets because of competitive bidding in the market.

#### Adopt Code of Ethics.

Whereas, the National Ass'n has prepared and adopted a Code of Ethics for farmers' elevator companies and their affiliated associations, be it

Resolved, that we recommend the use of this code as they have it prepared and that it be posted in the offices of the elevator companies of the State of Minnesota.

#### Pressure Tank Inspection Condemned.

Resolved, that we favor House Bill 88 which amends the law governing the inspection of low pressure and air pressure tanks, used in operating truck dumps in country elevators and the incidental charges for the service.

#### Barge Channel Rushed.

Resolved, that the completion of the inland waterways be completed in as short a time as possible to give to the Northwest the needed barge transportation facilities and ocean connection.

A motion was carried instructing the Sec'y with investigating the possibilities of securing a reinstatement of the bulkhead ruling, permitting shipment of bulkhead cars.

The name of the organization was changed to the Farmers Elevator Ass'n of Minnesota.

#### COMMITTEE REPORTS

followed in usual routine.

NEW DIRECTORS chosen included: C. A. Erickson, Hallock; J. E. Brinn, Round Lake, and Oscar Olson, Truman.

NEW OFFICERS: The same officers were re-elected, to-wit: Theo. Fredrickson, Murdoch, president; A. F. Nelson, Minneapolis, sec'y, and J. E. Brinn, Stewartville, treasurer.

#### Banquet Hilarious Affair.

The climaxing event of the convention, the 16th annual banquet, was a gala affair. Some 700 were served in typical Hotel Nicollet style. The six-course tenderloin-steak dinner was certainly appreciated down to the decorated ice cream which was initialed with the letters of the Minneapolis Grain Commission Merchants Ass'n, the generous hosts on this elaborate occasion.

A 10-piece orchestra furnished the melody for much enjoyment and the singing of "The Ol' Grey Mare," "Hail, Hail, the Gang's All Here," "Pack Up Your Troubles," "The Tall Corn of Iowa."

Festive colored caps and flying balloons stimulated much "whoopie." The affair was a huge success and the commission merchants are to be highly complimented on their efforts.

E. A. CAWCUTT, president, Minneapolis Grain Commission Merchants Ass'n, heartily welcomed the guests and thanked them for the opportunity to share in the prevailing good fellowship.

PRES. FREDRICKSON spoke at length, concluding with an appreciative response to Mr. Cawcutt's welcoming words.

D. D. TENNEY, president of the Minneapolis Civic and Commerce Ass'n, following a welcome on behalf of the business men of Minneapolis, elaborated on the possibilities of the proposed Farm Board, higher protective tariffs, curbing surpluses and increasing production of imported crops, pure seed campaigns, smut eradication, business methods applied to farming, etc.

W. C. COFFEY, dean of the Department of Agriculture, University of Minnesota, said a Hoosier's conception of the Gopher State was that it was a great place for Swedes and other fur-bearing animals.

Only 25% of the 120,000,000 population of this country furnish the food and clothes for the other 75%.

Development of agriculture, problems now confronting producers, and the program under way at the university was illustrated in pictures.

H. R. SUMNER, executive sec'y of the Northwest Crop Improvement Ass'n, a voluntary organization formed some 6 months ago by grain and milling interests in the four states of Minnesota, North and South Dakota, and Montana, outlined the constructive pure seed program now being carried on, which includes a reduction of the number of varieties of wheat, etc.

JOVIAL "PETE" LEE, sec'y of the North Dakota Farmers Grain Dealers Ass'n, extended the hand of good fellowship and brotherhood, but declined to do the "Charleston" as requested.

The vodvil show followed, a bevy of beautiful girls entertaining in dance, song and duet. The party broke up at eleven, very well dined and entertained.

#### Hotel Lobby Displays.

The lobby and balcony floors of headquarters hotel were a glitter of flashing colors, whirring noises, balloons and pennant tugging at the cords that held them over some blast of air and an attractive array of elevator equipment. Among those represented were:

THE U. S. RUBBER CO. was represented by A. C. Petersen.

HUNTER MFG. CO. was ably represented by Col. A. F. Shuler.

THE HOGENSON CONSTRUCTION CO. was represented by John Hogenson and others of his staff.

STRONG-SCOTT & CO. were efficiently represented by C. H. Townsend, who passed out pencils.

PLYMOUTH TWINE was exhibited by Lindsay Bros. Inc. H. W. Bright distributed pencils and notebooks.

RICHARDSON AUTOMATIC SCALES were thoroughly described by "Billy" McCrum, who was in charge of their table.

SPROUT, WALDRON & CO.'S booth was in charge of A. C. Vollbrecht. Descriptive literature attracted goodly attention.

RED TOP STEEL POSTS were exhibited by the Calumet Steel Co. F. D. Thompson and R. C. Teague accompanied the display.

THE CLELAND MFG. CO. displayed one of its flax dockage tester machines. Messrs. Irwin, Reedhead and Lloyd attended the exhibit.

A DIAMOND HULLER attrition mill was opened for inspection, sharing the R. R. Howell & Co. booth. Dr. and B. B. McLaughlin ably answered all questions.

MYLES' "NATURE'S PUREST" SALT for all purposes was effectively displayed in all degrees of fineness. S. R. Apted and C. F. Fischer told of the superiority of "Myles" products.

OTHER DISPLAYS included: A Mott oat huller, a Holland wild oats separator, Pilot Brand oyster shells, Simplex grain cleaner, "Miss Minneapolis" feed and flour, Gold Medal feed and flour.

BAUER BROS.' popular No. 182 hammer mill, with Fairbanks-Morse 50 h.p. motors, equipped with Dings' Magnetic Spout and a brake, was effectively opened for minute inspection and demonstration by N. M. Nielsen.

A LANG FLAX DOCKAGE TESTER was effectively displayed in the R. R. Howell & Co. booth by its affable inventor, Ray Lang. G. L. Haga, N. M. Lang, L. F. Studlin and E. L. Olson. "Whoopie" jugs were given with every order taken.

GENERAL ELECTRIC repulsion induction and induction, fan cooled, totally enclosed motors, magnetic switches, overload resets, ammeters, motor start switches and hand compensators were exhibited. H. H. Van Orman was in charge of the extensive display.

A JAY BEE HAMMER MILL, style UX No. 3, powered by a 40 h.p. General Electric motor, interested many delegates. G. E. and A. E. Thompson and H. H. Hussey attended the display, which also included ALLIS CHALMERS tire-rope drives and Allis-Chalmers motors.

FAIRBANKS-MORSE & CO. exhibited their new and approved HAC and EH type totally-enclosed, self-ventilated elevator motors, motor starting equipment and scales. Walter A. Bellis, E. C. Berry, T. D. Crowell, B. A. Snarenberger and J. M. Heins accompanied the display.

NORTHRUP, KING & CO. filled their large table with their well known "Sterling" and "Northland" brands of seed and feed. Penholders were distributed. C. R. Wilcox, J. D. Perkins, C. J. Landberg, John Christensen, L. F. Gossman and W. H. Forsythe were in charge of the exhibit.

CLOW-WINTER MFG. CO. displayed in a commanding corner position. Smiling Andy Rothgarn indicated the salient features of the Winter's head drive and the Winter's automatic air-tank pump. Andy attracted much attention to his exhibit by letting off compressed air.

R. R. HOWELL & CO. featured the American totally enclosed motor. Much of their elevator equipment was also displayed and created much interest, of course. Emil and Albert Fredrickson, C. R. Lyndh, the affable F. E. Barsalou and Walter Kostick attended the exhibit. Large Howell pencils were distributed.

TWIN CITY SEPARATOR CO. had a large double booth, effectively displaying its popular 2-unit upright and a No. 2 Cloverleaf Cleaner, also an Emerson kicker. Colored balloons kept in motion by blasts of air attracted much attention. John Groseth, T. Thorkelson, R. Rowe, V. L. Oliver, W. E. Hewitt and Edw. Shatz attended the display.

THE T. E. IBBERSON CO. had an elaborate display of photographs of elevators the company has completed for its innumerable customers. "Sheiks" in iron Kellys were Fred Haltby, C. G. Kiefe, Chas. Dressell and C. A. Westby accompanied the above monument to

fficiency in country elevator operation. "Snapper-Jacks" were distributed.

HICKOK CONSTRUCTION CO. had an illuminated electrically-operated machine which emphasized superior features of "Hickok-built" houses. Much interest was manifested in the efficient operation of "Hickok-built" elevators.

H. M. Hickok, E. E. "Jack" Frost and George Hull talked over designs and plans with all interested. Check book blotters were passed out.

THE CARTER, MAYHEW MFG. CO. exhibited an improved Big Four and a new Big Three, country elevator type Carter Disc cleaners. It also had one standard small farm machine running on flax to show how the larger machines now reduce the dockage in this class of grain. The company was represented by V. H. Reid, J. A. McNamee, C. St. Cyr and A. W. Erickson.

A HINCKLEY HEAD DRIVE, Model 28, Hyatt-bearing-equipped, also furnished with Beyl backstop, was displayed in conjunction with a GERBER DOUBLE DISTRIBUTOR, by the Link Belt Supply Co. and the J. J. Gerber Sheet Metal Works, respectively. W. H. Hinckley, R. E. Benson, J. J. and A. W. Gerber accompanied the attractive exhibit. The drives were sold to Montpelier (No. Dak.), Co-op. Elvtr. Co.

## Passing of George H. Hess.

George H. Hess, president of the Hess Warming and Ventilating Co., Chicago, died at the age of 66 years in his home at La Grange, Ill., on Feb. 21. His many, many friends in the grain trade will be deeply grieved by his passing.

About a month before his heart ailment got the better of him, he suffered an attack one evening, and for the following three weeks was confined to the hospital. On recovering he was removed to his home, where he was still more or less confined for the week prior to his grieved passing.

Born in Newaygo, Mich., one of two sons and six daughters of George H. Hess, Sr., and Mary Ireland Howe Hess, the spirit of good sportsmanship was early instilled into his veins in the adventuresome lumber forests through which his father had previously prospected and acquired extensive lumber rights. His father was in partnership with Mr. Hackley, the lumber king of Michigan, under the style of Hackley & Hess.

Fire, a devastating one, leveled the region of its trees, its pioneer enterprises, its dwellings, and all that men had unceasingly striven to acquire. So the Hess family was driven away, and with heavy footstamps headed towards Chicago.

The George H. Hess Co., manufacturers of stoves and heaters, was organized and did a general foundry business as a side line. William H. Hess, George, Jr.'s older brother, had embarked on a business career in the manufacturing and merchandising of oil heaters' and photographers' supplies. All did not go well, as might be hoped, and the son, William, purchased the business of his father at sheriff's sale.

Combining the assets of his father's business with that of his own, the Hess Warming and Ventilating Co. was established nearly a half century ago, with George Hess, Sr., as president, William H. Hess as treasurer, and George Hess, Jr., as sec'y. Since its very inception the business has prospered, commencing with the manufacture of stoves, furnaces and photo-

graphers' supplies. At the World's Columbian Exposition in Chicago in 1893, the company received the highest award granted for warm air heating equipment.

Sometime during the year of 1897, George, Jr., received a phone call from Weare Commission Co., who then operated an elevator on the Chicago river. Mr. Weare wanted a furnace to supply heat for a grain drier he had built in the elevator.

George, Jr., examined the wooden drier and advised Weare the principle involved was wrong, that his was not the best method of drying grain. Mr. Hess asked for a sample of wet grain to be dried his own way.

Mr. Hess took the sample home and dried same over a hot air register. Its appearance so pleased Mr. Weare that he wanted to know how it was dried. The outcome was that Mr. Hess, Jr., walked out with an unconditional order to build a drier to dry grain as per sample, Weare's only specification being that the drier be made of wood. Thus the first Hess drier was conceived, resembling that of today in many respects.

The drier was put in operation not to exceed one hour. At the end of that time the heat and moisture dried out of the grain warped and so twisted the wood drier out of shape that further operation was impossible. This experiment demonstrated, however, that if the drier were made of steel it would be successful in the grain drying operation.

So the old wood apparatus was torn out and one of steel built to replace it, the successful operation of which led to many other installations in rapid succession.

Hess Driers also figured in the Leiter wheat corner in 1898 when the Minnesota elevator on Goose Island installed Hess Driers.

George H. Hess, Jr., had a lot of patents to his credit, but the grain drier was by far the most important. He later succeeded his father as president of the corporation. One of his outstanding and most unusual traits of character was his sincere friendliness, even towards competitors, and his genuine kindly feeling towards fellow men, particularly evidenced to the trade en masse by a squabble another moisture tester manufacturer attempted to raise. To quote his own gentle words, is to best illustrate his extreme sense of poise and tolerance:

Chicago, June 24, 1919.

"Friend \_\_\_\_: I have read your open letter in the latest Grain Dealers Journal, advising the grain trade that a certain manufacturer, meaning me, is deliberately misleading the trade in his advertising. A gentle slam, like this, does not disturb me. I am "turning the other cheek" to you. My boy has just returned from France after two years' service, and I am wearing a smile that won't come off. Everything is lovely. 'Tain't mad at nobody.'"

And thus his two page letter continued in the same vein of good fellowship and good sportsmanship, for which he was admired and loved. His open-mindedness in business dealings netted his company an unusual amount of business.

Up until the time the moisture tester division of the business was sold, to better accommodate other growing lines, this phase kept Mr. Hess in closest contact with the grain trade and did much to stimulate the drier end of the business through joint inquiries.

The deceased is survived by his widow, two daughters, and two sons, Carleton W. and William D. Hess, both of whom are associated with the Hess Warming & Ventilating Co. William H. Hess, his brother, and Bryce M. Hess, his nephew, were also associated with him in the business. Three others nephews, still in school, and two nieces, also survive.

A map showing the location of pool elevators in Saskatchewan is part of a calendar distributed by the Saskatchewan Wheat Pool. Further information contained thereon says the organization has over 925 country elevators with capacity for 28,000,000 bus., and five terminal elevators with capacity for 24,975,000 bus. The map shows the districts, subdistricts and the elevator system for 1928-29.

## Stockholders' Liability on Note.

The Supreme Court of Iowa on Jan. 15, 1929, ruled in favor of the stockholders and against the directors of the company, the Farmers Union Exchange, who had given a note for \$8,000. The stockholders at a meeting had authorized the giving of the note, but the court held this was an authorization to give a note of the corporation and not a note backed by the stockholders as individuals, consequently the liability was that of the Exchange.

An elevator and its contents at Lewis, Ia., were purchased and paid for with notes. Losses in the conduct of the business resulted in a large overdraft at the bank for which the directors gave their personal notes. At one meeting the Exchange was \$22,000 in debt.

The court said: The debt in question is a corporate debt (so alleged) incurred in corporate business. The corporation is an entity distinct from its stockholders. The purpose of doing business under the form of a corporate organization is to avoid individual liability of the stockholder. If a stockholder (or for that matter a director) by voting to authorize the officers of the corporation to enter into an obligation for the corporation—to obligate the corporation—thereby becomes liable individually for the corporate obligations so incurred, it is obvious that the law which excepts the stockholders from personal liability for corporate indebtedness is void of any meaning or force; corporate organization becomes an empty form.—222 N. W. Rep. 889.

## Trades Not Invalidated by Gambling Plea.

William C. Sielaff traded very actively during 1920 thru James E. Bennett & Co. in stocks and grain, with the net result of a loss of \$10,623.30. He sued in the Circuit Court of Cook County to recover his losses, under the Illinois gambling statute, as the loser in alleged gambling transactions.

The first trial resulted in a directed verdict in favor of James E. Bennett & Co., but on appeal the upper court held that the case should have been submitted to the jury.

The second trial ended in a disagreement of the jury. The case again came to trial and this time the jury returned a verdict for the full amount of plaintiff's claim, \$10,623.30. An appeal was again taken.

The court reviewed the voluminous documentary and oral testimony concerning 111 different purchases of stocks made in Sielaff's account and 87 sales of stocks, also evidence of many trades in grain, and came to the conclusion that, regardless of Sielaff's intention not to take or make deliveries of the stocks and grain, there was no proof of a like intention on the part of the defendants.

After referring to the testimony of Sielaff, as read to the jury in the third trial from the record of the first trial, Chief Justice Gridley said:

Considering this testimony, together with all the other testimony and all facts and circumstances in evidence, we are of the opinion that there is merit in defendants' counsels' further contention that the verdict is manifestly against the weight of the evidence on the question whether both parties intended to engage in gambling trades or transactions in stocks, in which the only losses to Sielaff occurred. In Pelouze v. Slaughter, 241 Ill. 215, 237, it is said: "To make a transaction in stocks a gambling transaction it must appear that neither party intended the stocks to be delivered or intended an actual purchase and sale but that both had the intention of settling on the differences only." (See also Johnson v. Milmine, 150 Ill. App. 208, 219; Kerting v. Sturtevant, 181 id. 517, 518.) We have carefully reviewed the mass of evidence bearing upon this question and are convinced from all the facts and circumstances in evidence that the defendants did not have such an intention, and that none of the transactions, resulting in losses to Sielaff, were gambling transactions, and that the verdict and judgment cannot stand.

Walter Bachrach and Isaac E. Ferguson, of the law firm of Moses, Kennedy, Stein & Bachrach, represented Bennett & Co. in the trial court and the appellate court.



Geo. H. Hess, Chicago, Ill., Deceased.

# Your Income Tax

By M. L. Seidman,  
of Seidman & Seidman, C. P. A.s.

[This is the fifth of a series of articles by Mr. Seidman on how to prepare income tax returns, that will appear regularly in these columns. Mr. Seidman is a well-known tax expert and has written numerous articles on taxation. He will answer all income tax questions that might be directed to him by our readers.]

**COMPUTING THE TAX:** The individual's tax is divided into two parts—the normal tax and the surtax. There are special features such as the allowance for earned income and what is technically known as capital gains or losses. There is also the credit permitted in the case where a corporation issuing bonds pays part of the tax on the bond interest directly to the Government for the bondholders. It is the normal tax and the surtax that the individual generally encounters.

**NORMAL TAX:** The normal tax is computed on the net income after deducting the exemptions. Dividends are also permitted as a deduction in figuring the normal tax. Of the net amount remaining, the first \$4,000 is subject to a 1½% tax, the next \$4,000 to 3%, and the remainder to 5%.

To make sure this is clear, let us work out an example. Suppose that a married man with two dependents has a net income of \$20,000, of which \$5,000 is from dividends. The amount subject to normal tax, we said, was the net income less the exemption and the dividends. His exemption is \$3,500 for being a married man, plus \$800 for two dependents. The amount subject to normal tax is, therefore, \$20,000, less \$9,300 of dividends and exemption, or \$10,700. The first \$4,000 would be subject to a tax of 1½%, or \$60. The next \$4,000 would be subject to a tax of 3%, or \$120. We have now absorbed \$8,000 of the income subject to the normal tax. This leaves a balance of \$2,700 which is taxed at 5%, or \$135. The total normal tax, therefore, is the \$60, plus the \$120, plus the \$135, or \$315.

That is all there is to the computation of the normal tax. Now let us see how the surtax works out.

**SURTAX:** The surtax is figured on the total net income, without making any deductions for exemptions, dividends or anything else. In the example we just worked out, therefore, the surtax would be figured on \$20,000. The surtax begins on incomes in excess of \$10,000. In other words, where a person's net income is less than \$10,000 he has no surtax to pay. The rates of the tax are graduated, just as we found in the case of the normal tax. A difference exists, however, in the fact that there is a wider range of rates.

The rates go from 1% on the amount of net income between \$10,000 and \$14,000 to 20% on the amount of income in excess of \$100,000. On incomes between \$10,000 and \$100,000 the general scheme is that the rate increases 1% for about every \$2,000 of income, although as the income gets closer to \$100,000 there is a 1% increase for about every \$3,000 of additional income. Specifically, the \$2,000 of income between \$14,000 and \$16,000 is taxed at 2%; the next \$2,000 of income between \$16,000 and \$18,000 is taxed at 3%; the income between \$18,000 and \$20,000 is taxed at 4%, and so on.

It should be noted that if the income is, let us say \$18,000, the surtax is not 3%. It is only on the \$2,000 of income between \$16,000 and \$18,000 that the tax rate is 3%. In other words, in computing the surtax, we begin from the bottom of the ladder and work our way up, taking advantage of the lower rates until we have absorbed our total income. Here, too, an example may help make the point clearer.

Let us carry through with the illustration already offered where we had an individual with a net income of \$20,000. We found what

his normal tax would be. Now let us see about his surtax. On the first \$10,000 there would be no surtax at all. On the next \$4,000, that is, on the income between \$10,000 and \$14,000, the surtax would be 1%, or \$40. On the \$2,000 between \$14,000 and \$16,000 the surtax would be 2%, or \$40. On the \$2,000 from \$16,000 to \$18,000 the rate would be 3%, or \$60. From \$18,000 to \$20,000 the surtax rate is 4%, or \$80. The total surtax is the total of the taxes computed for each of the different portions of the income, that is, the \$40, and \$40, and \$60 and \$80, or \$220.

This may look complicated because of the computations that have been made for every \$2,000 of income or so. As a practical matter, however, that need not be done. The return has a schedule worked out showing what the surtax is on the different amounts of income, and in that way the computation is simplified considerably.

When we have determined the total normal tax and surtax, we have gotten the biggest part of the tax calculation out of the way in the ordinary case. An earned income credit has the effect of reducing the tax somewhat.

## QUESTIONS AND ANSWERS.

Partner Drawings.

Q. In a young business where two partners are drawing just spending money and not what they should actually draw, in order to let the business grow by profits, how should they represent this on their income report? L. K.

A. Each of the partners must report his share of the profits made each year, irrespective of the amount drawn. In other words, the actual profits are what count, whether drawn or not.

**Hon. Dr. Motherwell**, minister of agriculture for the Dominion of Canada, has arranged for shipping several thousand bus. of Garnet wheat to Great Britain and other foreign countries using Canadian wheat, where millers will be asked to report on its milling quality. Commercial milling samples will be submitted to southern Canadian mills who will also report in this connection. If no adverse criticism of consequence is received the Grain Board will be expected to allow Garnet to be graded the same as Marquis in the 1929 crop.

An average fish scrap which contains about 60% protein will have about 70 lbs. of digestible nutrients to the hundred. Unless the fat content is far above the average, which should be between 4 and 6%, it does not under any circumstances give taste or odor to the eggs produced by flocks to which it is fed. In addition, fish scrap contains lecithin, an organic substance which is supposed to be very important, and certain desirable minerals like iodine.—Walther F. Holst and Wilson E. Newton in "Poultry Feeding," University of California.

## Books Received

**THE OFFICIAL GUIDE OF THE RAILWAYS** and steam navigation lines of the United States, Porto Rico, Canada, Mexico and Cuba and time tables of railroads in Central America, is a very handy volume that comprises train schedules, time tables, maps of lines, information regarding trains, lists of stations, not only railroad stations by steamship stops, and various other valuable information regarding transportation. Published by the National Railway Publication Co., 424 West 33rd St., New York City. Price, \$2.

## Cash Basis for Side Lines.

BY N. H. MONGEAU, ELMORE, MINN.

Farmers' elevators were first organized about 1880 in the corn belt. A peak of organization was reached in 1907 and continued until 1919; since that time there has been a decline in the organization of new companies.

The primary object in organizing farmers' elevators was to furnish a ready market for grain at a more remunerative price than the existing system offered. Marketing of grain constituted the greater share of the business transacted by the farmer-owned elevators in the early years of their existence. During the last decade many of the farmers' elevators became merchandisers as well as shippers of grain. Especially is this true of the southeastern part of Minnesota. The volume of the business in side lines is in many cases equal to the grain handled. The extension of credit is a hazardous business at best.

FOR INSTANCE, you have a customer who has been delivering considerable grain. Some time later he asks you for credit on coal and feed. He is entitled to your consideration. His next crop is not so good. He needs more money than he can get by selling his crop. He is as near another elevator in a neighboring town. He delivers his grain there on one pretext or another and you don't see him for several months. It is going to be harder to get that man into your place of business again.

ANOTHER CUSTOMER comes in and pays regularly for two or three years. A little hard luck comes along and he gets careless about his bills. Becomes offended if you go after him for his account. He is just the fellow that will slip his business to the next town to get away from paying his bill. Many times he spreads false reports about the elevator that extends him credit to justify his reasons for changing his trading place.

Where an elevator is doing a large retail business in coal, feeds, seed and twine, the extension of credit becomes extremely burdensome. Most merchandise comes in with sight draft attached to bill of lading. If we extend much credit we soon have all our capital tied up in Accounts Receivable. If they were collectable every thirty days all our worries would cease, but the average account is collectable about once a year. The extension of credit may thwart the very object for which an elevator was formed, by increasing the cost of operation thru charged off accounts.

A LARGE VOLUME of business does not insure success unless it is transacted at a profit and collected for. We have all heard the expression, "That elevator can't go broke; look at the large business it does." Don't forget that it is easier to go broke on a large volume than a small one, if you are not taking a profit and collecting it. The cash in your bank is the only asset you can use to discount your bills. Accounts receivable have their place, but require constant watching and reducing.

I have visited elevators with accounts receivable ranging from \$10,000 to \$20,000. Unless they are very good collectors and have an unusual prosperous community to back them these elevators are sure to have a lot of trouble. If the elevators would turn over to the banks the matter of extending credit it would make their business safer. The bill dodger is making it hard for the elevator to give him the service he is entitled to.

THE PRESENT-DAY SYSTEM of installment buying has considerable to do with the payment of current bills. Many unsuspecting buyers load themselves with too many of these installments and have to let the elevator and the butcher bills run.

If we are to continue extending credit we must insist on a definite date of settlement, choose our credit patrons more carefully by consulting credit bureaus and insisting on getting the same security that installment sellers demand.

It is not because the elevators are not

properly financed that we should exercise care in extending credit, but we should profit by the examples of the recent bank troubles, thru frozen assets, and take heed lest we find ourselves in the same predicament.

## New Elevator at Kuroki, N. D.

A good quantity of grain still remained in the country to be moved when disaster struck the Kuroki Elevator Co., Kuroki, N. D., in the form of a fire last fall. Officers of the concern, Jas. Ballantyne, pres. and manager; J. O. Helgerson, vice-pres., and A. J. Helgerson, sec'y, conferred immediately thereafter and as soon as the insurance could be settled, decided on plans for rebuilding. A contract was let to the Hogenson Construction Co. for building a new 40,000 bu. structure on the old site. This was completed in time to take part in cleaning up the balance of the crop.

The new elevator is of cribbed construction on a reinforced concrete slab foundation with walls on top to bring the sills about two feet above the ground. It has 18 hopper bottomed bins, 16 of which hold a carload of grain or more each. Five deep bottom bins run down to the foundation, 5 hanging bins are suspended in the deep bottom bins, 8 overhead bins are located above the work floor. All overhead and hanging bins are so arranged that grain can be delivered direct into the cleaner without re-elevation. The deep bottom bins are tapped at a sufficient height to spout to the cleaner.

The T cross work floor gives plenty of room for working and accommodates a Carter Disc Separator and a flax cleaner. The back pit is divided into four compartments to take

care of separation from the disc separator.

Each of the two stands of legs has capacity for 1,800 bus. per hour, delivering into a Gerber Double Distributing Spout in the cupola. They take their grain from a steel boot tank set in concrete. The receiving pit is arranged so that grain can be delivered and elevated with one or both legs at the same time.

Weighing equipment includes a 10-ton Fairbanks Dump Scale equipped with a Winters Pneumatic Truck Lift. A Richardson 10-bu. Automatic Scale in the cupola dumps direct into the loading spout which eliminates the necessity of re-elevating when loading cars. It is also arranged to deliver grain back into the bins when desired.

Power is supplied by G. E. Enclosed Self-Ventilating Motors. Two of these are connected to the head shafts of the legs thru Winters Universal Head Drives. The high line has not yet been put thru at Kuroki so a Fairbanks-Morse Type Y Engine was installed with a generator to furnish current for operation of the electrical equipment until construction of this line is completed.

The sample room and the office are built adjacent to the driveway and the office is divided into two rooms. A full basement under the office contains a hot air furnace with pipes to registers in the office and sample room, the compressor and air tank for the truck lift, the engine and generator previously mentioned.

The plant is fully iron-clad with corrugated iron siding and standing seam galvanized roof. The approaches to the driveway have reinforced concrete retaining walls and a dirt fill. The plant embodies the most modern ideas in elevator construction and is well equipped for its purposes.

## Slight Reduction in Elevator Losses.

Some slight reduction in the number of elevator and mill fires appeared in the 1928 records of the Grain Dealers National Mutual Fire Insurance Co. of Indianapolis. In 1926 the number totaled 155, in 1927 it totaled 154, in 1928 it was further reduced to 141.

The records show many causes responsible for the totals. Greatest of these is the familiar "unknown" which may almost always be attributed to lack of knowledge of the fire hazards about a plant. The number of fires in this classification have increased to 51 over the 1926 figures of 49. Fires from "unknown" causes indicate carelessness in inspecting and eliminating the known hazards with which elevator operators should be familiar.

The increasing inclination of grain dealers to rod their elevators or bond and ground the iron siding where the house is covered with iron, has helped bring about a reduction in the fires from lightning during the past year from 19 to 15. It is such a simple and inexpensive matter to provide protection from lightning that every dealer ought to insist on having such protection.

Losses from friction are reduced from 24 the previous year to 13 in 1928, which is the same number that occurred from this cause in 1926. More installations of anti-friction bearings, more frequent inspection of friction points, greater care in arranging equipment so as to eliminate friction in so far as modern invention will permit, will greatly reduce losses from this cause.

Since reduction in fire insurance premiums among mutual companies is entirely dependent upon reduction of losses by the policy holders, it behooves every elevator owner and operator to take every possible precaution against fire.

Here is the record of the Grain Dealers National Mutual Fire Insurance Co. on fires in 1928 and for the past 26 years:

Loss Record for Elevators and Mills, 1928.		
	No.	Amount.
Cob Burners and Cob Houses.	1	
Explosion	5	\$ 12,941.89
Exposure	7	11,207.59
Electrical Hazard	15	940.07
Flues and Stoves	7	7,834.62
Friction	13	18,604.12
Grain Driers	3	2,264.41
Incendiary	2	10,551.60
Internal Combustion Engines	6	23,419.74
Lightning	15	1,329.36
Locomotive Sparks	5	49.92
Sparks, other than locomotive	6	6,514.03
Lighting, other than electric	1	32.29
Rubbish and Litter	1	
Spontaneous Combustion	2	119.22
Unknown	51	197,698.66
Miscellaneous	1	
Total	141	\$293,507.52
Salvage and Reinsurance		23,533.82
Net Losses Paid		\$269,973.70

Loss Record for 26 Years.		
	No.	Amount.
Automobiles and Motor Trucks	3	\$ 5,812.14
Cob Burners and Cob Houses	22	90,750.66
Electrical Hazard	89	95,168.33
Explosions in Building	13	34,141.62
Exposure	160	200,386.38
Flues and Stoves	72	166,020.36
Friction	243	653,282.11
Grain Drier	15	21,948.10
Incendiary	48	169,377.84
Lighting, other than electric	10	31,924.00
Lightning	418	442,969.87
Locomotive Sparks	169	431,910.34
Sparks, other than locomotive	6	26,100.86
Matches and Smoking	33	56,804.13
Power House and Power, other than electric	156	352,834.88
Railroad Accident	2	4,508.96
Spontaneous Combustion	94	130,397.00
Tramps	16	52,888.62
Unknown	357	1,676,742.34
Miscellaneous	55	54,978.61
	1,981	\$4,698,947.15

The good work of fire fighting equipment, in preventing fires, and the reason for such insistence on keeping fire barrels and extinguishers in good working order is indicated in the record of losses prevented last year. Barrels and buckets prevented total losses on 23 fires, chemical extinguishers prevented 16. During the past 26 years 13 1/2% of all fires occurring were extinguished by the use of bar-



40,000-bu. Elevator at Kuroki, N. D.

# The GRAIN DEALERS JOURNAL.

rels and buckets or chemical extinguishers. Is your fire fighting apparatus in working condition?

## Awaken Interest in Product.

A Colorado feed grinder makes use of his local paper in awakening interest in locally ground and mixed feeds. When new supplies of ingredients are ordered he uses this information in his advertisements so as to keep them fresh and keep his name more forcefully before his patrons. The paper adds to the advertisement with comment in the news column, stating, as an example:

**The Cortez Milling Co.** has placed an order for one carload of materials for various mashes and feeds for poultry. This order consists of meat meal, bone meal, oyster shell, grits, dried buttermilk, charcoal, alfalfa meal, etc. They also inform us that all mashes will contain needed mineral, cod liver oil and yeast, that being so highly recommended by poultry experts.

With the added equipment and this investment in high priced feeds the poultry raising public are seeking a name for their new product and will give prizes to those who submit a good picture and name. Get busy and let's have a good looking label for this home manufactured product.

Most local papers are prepared to give such additional publicity and to print news information of value to their readers whether it reflects to the advantage of their advertisers or is simply informative. Usually local papers are seeking reading matter and the live, up-to-the-minute elevator operator with a feed grinder or a line of feedstuffs can turn this inclination to good advantage if he will.

Novelties always stimulate interest of patrons and prospective patrons. The Colorado dealer referred to elects to find a new name for his products. Can you imagine the interest awakened, the amount of conversation it makes for those who like to talk, the wide-spread advertising it gives the mill, for an advertisement does not stop with its publication, often carrying on and on by word of mouth.

"John," says one neighbor to another, "I see the mill down town is comin' out with a new kind a' feed for chickens."

"Yeh. So I heard. Ain't much sense to that. Seems like there's plenty kinds a' feed for hens already."

"Recken that's right, John, but this one has minerals and cod liver oil and yeast in it. Some of the Agriculture Colleges has been experimentin' an' figure them things helps the hen lay more eggs."

"Well, my hens ain't layin' just as good as I figure they ought to. Does it really help any, Ed?"

"I ain't sure. I always shied at sendin' after that sort a' stuff and then tryin' to fix it with the feed when it come an' not knowin' so much about this formula business anyway. But Bill Watson, you know what a nut he is on poultry, has been doin' that an' he says he gets remarkable results."

"Well, if the mill has all that sort a' stuff right here to home, reckon it won't hurt to try a few sacks."

"That's what I figure, John. I'm goin' to try it out."

And consider the conversation in the home when the scions of the family tree are studying their home work or seeking to amuse themselves until bed time.

"Pa, what's a good name for a chicken feed?"

"I don't know. What makes you ask that?"

"The mill is running a contest, Pa. They want a name for the new poultry feed. And they are giving prizes for names. What's a good name, Pa? Maybe I can win a prize."

"How about 'More Eggs'?"

"That's not so hot, Pa. Try again."

"What about 'Egg Maker'?" That ought to be a good one."

"That does sound pretty good. Do you think it'll win a prize, Pa?" Business of writing it down, and the search for names continues.

There is no limit to the number of examples that can be given. The elevator owner's own

home life and his reactions to other advertisements will furnish him with a wealth of experience that will help guide his efforts along this line.

The time and effort spent in thinking up new ideas for promoting the business is never wasted, provided some of the ideas are expressed in action. Try it.

An Italian decree grants duty-free importation of stock-feeds under the name of "Vegetable products not specified." This includes meal for feeding animals made from meal or fragments or dried fruit, vetches, millet, oil cake, cumin seed, fodders or similar substances, mixed together or with bran; also meal made by mixing coarse flour or fragments of cereals, dried fruit, oil cake, etc., mixed with fragments of cheese or with meat meal in proportions not to exceed 50%.

Besides acting as building material for the body, the minerals aid in digestion, absorption, distribution, and excretion processes. It is an interesting fact that birds can stand starvation with regard to the organic nutrients, which are commonly considered to be the most important, longer than they can stand mineral starvation. As each particular mineral has one or more specific functions in the organism, a deficiency results in disease.—Walter F. Holst and Wilson E. Nellon in "Poultry Feeding," University of California.

## W. A. Boardman Sec'y at Toledo.

Since the retirement of A. Gassaway some time ago the Toledo Produce Exchange has been without a secretary. To aid in the administration of the affairs of the Exchange W. A. Boardman has consented to take on the duties of the office, which will not interfere, however, with his work as manager of the East Side Iron Elevator.

Mr. Boardman's acceptance of the office is very gratifying to the members of the Exchange, as out of the wealth of his knowledge and experience their organization is certain to benefit, and with all his business acumen he possesses a pleasing personality.

He is well posted on transportation questions affecting the Toledo market, and is president of the Toledo Traffic Ass'n.



W. A. Boardman, Toledo, O.  
New Sec'y Produce Exchange.

## Grain Carriers

THE U. S. SHIPPING Board will soon offer 253 ships for sale. The boats are now laid up.

LAKE LEVEL control will be turned over to the Secretary of War under a bill, H. R. 16697, introduced by Rep. Peavey of Wisconsin.

THE RATE on wheat and corn from Chicago to Curran, Ill., is increased in Supplement No. 5 to tariff No. 1604-J, Ill. C. C. No. 859, effective Mar. 7. Investigation docket 4552 has been filed before the Illinois Commerce Commission.

THE GREAT Northern railroad has asked permission for a proposed 80-mile extension of its lines from Klamath Falls, Ore., to Lookout, in Modoc County, Cal. The new line would create a second rail connection between San Francisco and Portland.

WINNIPEG, CAN.—The Royal Commission, now investigating the grain trade of Canada, is expected to include in its interim report a recommendation that each elevator be given cars in proportion to the grain it contains. It is understood the pool has been complaining.

GRAIN and grain products were loaded into 49,718 cars during the week ending Feb. 2, a decrease of 4,201 cars below the same week in 1928, the 2,838 above the same week in 1927. Loadings of these commodities in western districts alone totaled 34,752 cars, a decrease of 2,015 below the same week a year ago.

CONSTRUCTION of branch lines covering a total of 695 miles is planned by the Canadian National railways during the next three years, principally in the wheat growing area of the west. Conferences are in course between the Canadian National and the Canadian Pacific to reach an agreement on certain parts of the territory where the lines of the two railroads would seem to conflict.

BREAKING of a bridge on the main line of the Canadian Pacific railroad near Golden, B. C., made it necessary to reroute Canadian Pacific grain cars over the Canadian National and Great Northern tracks early this month until the damage could be repaired. Considerable excitement prevailed for a short time among grain exporters who had charters to fill, brokers who negotiated deals to supply them, and merchandisers who had more than they needed for immediate use.

OSWEGO, N. Y.—The only grain moving from Oswego during the 1928 season was a shipment of 1,575 tons of wheat which had been held in the state elevator thru the winter. During the 1928 season the entire movement of all grains thru the canals were, in tons, 1,005,424 wheat, 1,867 corn, 34,899 rye, 139,887 barley, or a total of 1,182,000 tons of all grades against 819,185 in 1927 and 828,257 in 1926. A railroad is now under construction from Saskatoon, Sask., and The Pas, Man., to Churchill, on Hudson Bay. This will shorten the transporting distance from the chief grain producing area of the Dominion and several of our northern grain growing states and may have an influence in lessening the movement thru the canals when completed.—F. S. Greene, supt. of public works, State of New York.

Over 3,500,000 acres of Canadian grain was cut and threshed with combines during the 1928 season, according to figures compiled by the Federal Department of Agriculture. In Saskatchewan alone, Canada's largest grain growing province, a total of 2,356 machines were used. Alberta had 1,095 and Manitoba 206 machines in operation.

# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

San Francisco, Cal.—Edwin L. Dial, who has been in the grain business here for many years, has been appointed mgr. of the local branch office of the Albers Bros. Milling Co.

San Francisco, Cal.—W. E. Frey, A. O. Stewart, W. A. Starr, L. R. Hunt and Harry J. Spring have been admitted to membership in the San Francisco Grain Trade Ass'n.

Los Angeles, Cal.—Samuel Carey Dunlap, retired grain dealer, died Feb. 12, at the age of 63 years. Before coming to Los Angeles, he was one of the owners of the Phoenix Flour Mills, in Arizona. He was prominently identified with the grain business here until two years ago, when he retired. His widow and one daughter survive him.

Port Costa, Cal.—Thomas H. Dye, associated with grain shipping companies for 40 years, died recently, at the age of 54, following a short illness from pneumonia. He was at one time superintendent of the California Wharf & Warehouse Co., later having a similar position with the Balfour-Guthrie Co. A widow, son and one sister survive him.

## CANADA

Durham, Ont.—O. S. Hunter's large steel elevator here burned Feb. 8. Loss, \$80,000; partially covered by insurance.

Toronto, Ont.—B. H. Muirhead, flour and grain merchant, will occupy new offices in the Commerce and Transportation Building after March 1.

Winnipeg, Man.—Harry W. Thomson, associated with the N. M. Paterson Grain Co. for many years, died during the second week of February.

Winnipeg, Man.—R. S. Law, former sec'y of the United Grain Growers, Ltd., is now a director and the first vice-pres., succeeding C. Rice-Jones.

Goderich, Ont.—The Goderich Elvtr. & Transit Co. has awarded the contract for the construction of its 1,000,000-bu. elevator addition, mentioned previously, to the John S. Metcalf Co.

Vancouver, B. C.—The Canada Rice Mills, Ltd., has taken over the rice business formerly conducted by the Imperial Grain & Milling Co., Ltd., and Martin & Robertson, Ltd. Capital stock, \$250,000.

The Alberta Co-op. Wheat Producers, Ltd., adopted a resolution recently to the effect that the organization would in the future be known as the Alberta Wheat Pool, the name by which it is already commonly known.

Port Colborne, Ont.—A movement is said to be under way here for the erection of additional grain storage capacity in order to check the shipping of Canadian grain to Buffalo for re-shipping to Montreal by the Welland Canal.

Owen Sound, Ont.—The plant of the Dominion Linseed Oil Co., Ltd., burned Feb. 3. Loss, \$75,000. The main building, containing a large quantity of grain, was completely destroyed, but the new south wing escaped damage.

Winnipeg, Man.—L. W. Hicks, for some time mgr. of the grain brokerage firm of Solloway, Mills & Co., Ltd., has gone into business on his own account. Lieut.-Col. M. W. MacDowell, of Montreal, is his successor in the Solloway office.

New Westminster, B. C.—Vernon & Buckerfield of Vancouver, feed and milling, have bot the business of the Westminster Grain Co., the property consisting of a warehouse, small elevator and wharf at New Westminster, and a warehouse at Milner.

Vancouver, B. C.—A fire broke out recently, thought to have been caused by static electricity generated by machinery, on the seventh floor of the Burrard Grain Elvtr., but slight damage was done.

Ft. William, Ont.—Two boys, aged 16 and 17 years, were charged, on Feb. 16, with stealing wheat from the N. M. Paterson & Co. Ltd.'s elevator. The older boy was sentenced to three months on the Industrial Farm, and the younger boy was sentenced to the reformatory until he becomes of age.

Fairview, Alta.—This small town, formerly called Waterhole, on the Central Canada branch of the Edmonton, Dunvegan & British Columbia railway, already has six elevators along the railroad sidings and a seventh is under construction, which will bring the total grain storage capacity to about 250,000 bus.

Vancouver, B. C.—It is reported that government loans of \$10,000,000 will be given this port for the extension of its grain facilities, and as a result the Harbor Board's elevators No. 1 and No. 2 will have an additional capacity of 4,000,000 or 5,000,000 bus. A new pier costing approximately \$6,000,000 will also probably be built.

Collingwood, Ont.—The substructure of the elevator has been completed and practically all the necessary grading has been finished. The superstructure contract has been let to Carter-Halls-Aldinger Co., who have just started work and we expect the elevator to be completely finished by August, in time for the 1929 crop.—Collingwood Terminals, Ltd., E. L. Hamlen, Sec'y.

Port Arthur, Ont.—Malcolm Graham, an employee at the terminal elevator of the United Grain Growers Co., had a narrow escape from death, on Feb. 8, when he fell 80 feet from the top of the bin where he was working, all that saved him being the fact that there were 10 feet of grain in the bottom. He was taken to a hospital, where it was found he suffered from shock and bruises only.

Port Arthur, Ont.—Lewis Lepage and John McDonald, charged with stealing 200 bags of wheat from a steamer tied up for the winter, pleaded guilty and were sentenced to two years each in the penitentiary. Samuel Baker, Leonard Ivey, Alfred Evans and Cornelius Madigan, also convicted of theft of wheat, were each sentenced to one week's imprisonment and fines running from \$150 to \$300 and costs. Frank Colosimo was charged with receiving wheat obtained by theft, but was remanded till a later date.

Alberta.—The action bot by Harold Keay, farmer of Jenner, Alta., against the Alberta Wheat Pool and the Alberta Pool Elvtrs., Ltd., charging wrongful distribution of pool members' money, is one for settlement by arbitration and not by litigation, according to a decision of the appellate division of the Supreme Court of Alberta. The pool has been arguing for arbitration. Other actions of a similar nature were bot against the Saskatchewan Wheat Pool, but the pool has sought legislation at the recent session of the Saskatchewan Parliament which would give them protection against the claims.

Toronto, Ont.—Harrison W. Dollard, age 46 years, well known in the local grain trade for the past ten years, died, on Feb. 15, while on a visit to Chicago, his old home. He had been with Hudson & Co. of this city since last November. He started in the grain business in Chicago, with Logan & Bryan, later being transferred to Los Angeles. When the grain firm of Baird & Botterel was organized, Mr. Dollard was sent to Winnipeg to help launch the new enterprise, of which he later became a partner. He married while living in Winnipeg, and his wife died three years ago. He is survived by three sons, one daughter, his mother, three sisters and three brothers. He was buried in Chicago.

## ILLINOIS

Jerseyville, Ill.—E. Cockrell & Sons are not doing business here now.

Champaign, Ill.—I am planning on building a small country elevator and mill.—V.C. Brown.

Gibson City, Ill.—Roscoe Rockwood & Co. are the successors to the Bailey-Moore Grain Co. here.

Buckingham, Ill.—Frank Donner has been appointed mgr. of the Quaker Oats Elvtr. here, formerly owned by Otto Gross.

Pecatonica, Ill.—Leon Peterson and Eben Larson contemplate opening the west side elevator soon, having leased it recently.

Wataga, Ill.—There is but one elevator in Wataga, and it operates under the name of the Wataga Co-op. Co.—Maynard DeWeese.

Augusta, Ill.—The Farmers Elvtr. Co.'s elevator was broken into recently and seven sacks of sweet clover, valued at about \$300, stolen.

Burnside, Ill.—The Burnside Elvtr. & Mill Co. is a new firm that has recently begun operating here. Mr. Spainhower of Blandinsville is part owner of the business.

Towanda, Ill.—Stanley Holliday, former mgr. of the lumber department, has been appointed general mgr. of the Towanda Grain Co., succeeding E. B. Gatliff, resigned.

Taylorville, Ill.—The Dixie Mill Co.'s lease of the McKenzie mill having expired, that company will discontinue business here. McKenzie Bros. will probably re-lease the mill.

Paxton, Ill.—I sold my brokerage business, in which I was engaged for 28 years, effective Feb. 11, to John A. Watson, who will conduct it as the Watson Grain Co.—A. D. Rockwell.

Millington, Ill.—Ed J. Smith, a former mgr. of the Millington Grain Elvtr., and who lived in Montana and Idaho until the last few years, died in a Peoria hospital recently, following an operation.

Vermilion Grove, Ill.—The Kendrick-Pugh Grain Co.'s elevator here has been bot by the Kendrick & Sloan Co. of Indianapolis. The capacity of the elevator is 50,000 bus., and it is managed by Lee Pugh.

Fords Crossing (Urbana p. o.), Ill.—The elevator at Fords Crossing has not been running for three or four years, due to the discontinuance of the interurban between here and Paxton. That was the only outlet for their grain.—F. C. Edwards.

Standard, Ill.—The Standard Co-op. Elvtr. Co. has just closed a most successful year, during which it increased its volume of business by 20%. After paying a 6% dividend it had approximately \$3,000 left to add to the surplus.—E. J. Olson, mgr.

Del Rey, Ill.—The Farmers Grain Co. has bot Mrs. Hartke's house and store building and is making repairs preparatory to moving into it. A Fairbanks 10-ton scale will be installed and the elevator be equipped thruout with roller bearings.

Quincy, Ill.—George McAdam, age 67 years, was buried on Feb. 7 in Forest Lawn Memorial Park. He had lived in Hollywood, Cal., for 10 years, but once was in the grain elevator business here. His widow, two sons and a brother survive him.

Minonk, Ill.—The Farmers Elvtr. & Supply Co.'s lumber yard has been sold to the Guy S. Krum Lumber Co. The elevator is to be offered for sale, but unless a satisfactory deal can be made the business may be re-organized and operated by the new owners.

Bement, Ill.—The Voorhies Co-op. Grain Co., which operates an elevator at Voorhies (Bement p. o.), and has its office at Bement, M. C. Camp, mgr., recently moved its office to the rear of the First National Bank, where quarters had been redecorated and fitted up.

Homer, Ill.—The Homer elevator will continue to be operated under the old firm name of J. M. Current's Sons, altho Fay R. Current has traded his interest in the elevator to M. A. Current for the elevators at State Line and Allison, Ind., as previously reported.

Carlyle, Ill.—An old flour mill used by the Carlyle Grain & Feed Co. and the Barkley Canning Co. burned on the afternoon of Feb. 13. Loss, \$50,000; partially covered by insurance. The owners are Hammel & Phillips, of Trenton. About 2,500 bus. of wheat, 700 bus. of oats and 1,000 bus. of corn were destroyed. The office building adjoining the mill was burned, but everything of value was removed from it in time.—P. J. P.

# The GRAIN DEALERS JOURNAL.

Adrian, Ill.—There are two elevators in Adrian, the Gahle Elvtr. Co., formerly known as the Atwater Elvtr. Co., and the J. G. Schneider Elvtr. Co., formerly known as the Adrian Elvtr. Co.—John Gahle, mgr. Gahle Elvtr. Co.

Fairdale, Ill.—The large grain elevator here owned and operated by E. E. Woodard burned shortly before noon on Feb. 8. Loss, about \$20,000; partially insured. Mr. Wood was testing some corn with a moisture tester burning wood alcohol which exploded, burning him severely about the face, one hand and one leg. A helper threw a coat over him, extinguishing the flames on his clothing, but it was necessary to remove him to the hospital. The elevator was a total loss, together with a large quantity of grain and will not be rebuilt. Two cars of corn were loaded and moved away in time to save them.—A. C. Curry, Chicago.

Litchfield, Ill.—In the suit of the Chicago Title & Trust Co., as trustee for the Rosehill Cemetery Co. of Chicago, against the Litchfield Mill & Elvtr. Co., Charles B. Munday and others to foreclose on elevator property owned by the company in various parts of Montgomery County, Ill., the taking of testimony began early in February in Chicago, but it will probably take several months to complete it. The bill was filed two years ago. The Chicago Title & Trust Co. claims about \$160,000 is due it as trustee for the cemetery company; Mr. Munday, former Litchfield resident now living in Chicago, admits the claim but has a counter claim of approximately \$1,500,000 against the cemetery company. Thirteen surety companies have filed claims that any moneys due Munday should be paid to them to reimburse the bonding companies for bonds which they charge him with having defaulted when he figured in the great financial crash of several years ago, of which this case is an echo. Years ago Mr. Munday organized the Litchfield Mill & Elvtr. Co. with elevators at Litchfield, Wagoner and other places. He is said to have made a fortune in the business, became pres. of a large bank in Chicago which afterward failed, causing a crash of his financial affairs. He also had taken an active financial part in the affairs of the Rosehill Cemetery Co.

## CHICAGO NOTES.

Milton Morris recently became connected with Clement, Curtis & Co.

A Board of Trade membership sold, on Feb. 18, for \$39,000 net to the buyer. The last previous sale was \$43,000.

The Cash Grain Ass'n held a meeting on Feb. 14 to consider space permitted them on the trading floor of the new Board of Trade.

A. J. Bronsky is no longer superintendent of the Columbia Malting Co.'s elevator. He is leaving the grain business and will go west for his health.

Ben S. Wilson, a member of the Board of Trade, formerly mgr. of T. E. Wells & Co. and later head of B. S. Wilson & Co., grain brokers, died at his home in this city, on Feb. 20. He is survived by his widow, two sons, a daughter and a sister.

## INDIANA

Raber, Ind.—The Raber Co-op. Co. has installed a new hammer mill.

Oxford, Ind.—The Oxford Grain Co. has bot the Dees feed mill and will operate it.

Helmer, Ind.—The Gengnagle & Son elevator has been sold to Vern Allen and T. O. Halverstadt.

Milford, Ind.—The Milford Grain & Milling Co. has installed a new hammer mill and electric power.

Liberty, Ind.—H. C. Sharp & Co. are installing a corn cutter furnished by the Sidney Grain Machinery Co.

Hunertown, Ind.—The Hunertown Grain Co. has changed its name back again to the Hunertown Grain & Lumber Co.

Fortville, Ind.—Fortville Grain Co. is the new name of the Hardin Grain Co., which recently filed papers changing its name.

Union City, Ind.—The Pierce Elvtr. Co. is installing crusher, elevators and other equipment, the Sidney Grain Machinery Co. doing the work.

Princeton, Ind.—Sherman H. Phillips died in February, aged 62 years. He was connected with the Garrett & Antell Elvtr. here, and formerly with the Patoka Elvtr.

Winslow, Ind.—Charles J. Reiner, former owner of the Winslow Milling Co. plant, has resumed charge of the property and started operations again after an idleness of six months. The company went into the hands of a receiver last fall.

Vincennes, Ind.—Igleheart Bros., millers, a firm now controlled by the Postum Co., of Battle Creek, Mich., have let the contract to the Jas. Stewart Corporation for the construction of a 500,000-bu. storage elevator in connection with their mill, and work already has been started.

Evansville, Ind.—Eleanor Igleheart, daughter of William Igleheart, one of the founders of Igleheart Bros., Inc., owners and operators of elevators and flour mills, died in South Pasadena, Cal., early in February, where she had spent about a year in a vain endeavor to regain her health.

## IOWA

Odebolt, Ia.—The Farmers Co-op. Ass'n has been formed here, with Carl Wilken as pres.

Arlington, Ia.—A. Stetter has been re-appointed mgr. of the Arlington Co-op. Co.—Art.

Tennant, Ia.—I am going to install in my elevator scales, truck dump and improved larger dumps.—B. H. Cox.

Lake Park, Ia.—Merle Carnahan, formerly of Estherville, has been appointed mgr. of Greig & Son's elevator here.

Ft. Dodge, Ia.—R. W. Cormack, local mgr. of the Quaker Oats plant, was elected pres. of the Chamber of Commerce Feb. 12.—Art.

Alvord, Ia.—The interior of the office of the old Atlas Elvtr. building, occupied by the Farmers Elvtr. Co., was recently damaged by fire.

Dike, Ia.—Mr. and Mrs. A. E. Froning celebrated their twelfth wedding anniversary on Feb. 14. Mr. Froning operates the Froning Grain Co. here.—Art.

Ottumwa, Ia.—The Pletch Grain Co. of Algona has opened a branch office here, with Mr. Geering in charge. This company has a membership in the Chicago Board of Trade.

Carnarvon, Ia.—A popcorn plant is being erected here for Ronald Meyer, but owing to bad weather the work has been delayed. The Younglove Engineering Co. has the contract.

Meriden, Ia.—There will be no remodeling or new building here that I know of. I am mgr. of the Farmers Elvtr. Co. here. I took charge Dec. 26, 1928.—Ray Miner, mgr. Farmers Elvtr. Co.

Elk Horn, Ia.—The Farmers Co-op. Elvtr. burned here shortly after noon, Feb. 18. Loss, \$11,000; partly insured. The fire is believed to have been caused by an overheated stove in the office. About 6,000 bus. of grain were in the elevator.

Ottumwa, Ia.—Carl H. Spry, age 44 years, associated with Spry Bros. Grain Co., died while he slept, at midnight, Feb. 14. He had not been ill. He is survived by his widow, two daughters, mother and three sisters. He was very prominent in national guard work.

## KANSAS

Pratt, Kan.—Wolcott & Lincoln, Inc., have closed their branch office here.

Elkhart, Kan.—The Elkhart Mills have installed a No. 1 Haines Feed Mixer with motor.

Sanford, Kan.—We are planning to build a new fireproof office.—Sanford Grain & Supply Co., W. L. Martin, mgr.

McDonald, Kan.—J. D. Bailar of Weskan has an interest in the D. W. Roller elevator and has assumed charge.

Nettleton (Garfield p. o.), Kan.—Mail addressed to Foos Grain Co. has been returned marked "Out of business."

Beloit, Kan.—The new Farmers Elvtr. here will have a capacity of 30,000 and is expected to be ready for operation by June.

Langdon, Kan.—G. G. Railsback and Frank Miller, lessees of the Langdon Co-op. Co., have employed Leslie Smith, formerly of Bremen, to be the new mgr. of the elevator.

Overbrook, Kan.—Because of the inclement weather it is too cold to make the needed repairs to my elevator, so have postponed it until warmer weather comes.—John McClune.

Vliets, Kan.—The office of the Farmers Union Co-op. Ass'n burned Feb. 7.

Topeka, Kan.—The equipment in the mill plant of the Topeka Flour Mills Corp. was slightly damaged by fire on Feb. 12, reported as caused by backfire of oil burner in heating plant.

Whitewater, Kan.—The Whitewater Flour Mills Co. is increasing its output by 250 barrels, making the daily total 700 barrels. Order for the machinery has been placed with the General Mill Equipment Co.

Salina, Kan.—E. L. Rickel, of the Rickel Grain Co., celebrated his acceptance into the Salina Board of Trade recently by giving a party to the members of that organization, about 30 of whom were present.

Wichita, Kan.—The Consolidated Flour Mills Co. has replaced the wagon dumps with truck dumps in all of its western Kansas elevators. It recently placed an order for new truck dumps and truck scales for all of them.

A new proposal by Governor Reed is that chemists from Kansas University and the Agricultural College be stationed at various points in the state during the grain marketing season to test the protein content of the wheat when it is marketed.

Belle Plaine, Kan.—I am not rebuilding at Belle Plaine, Kan. I am now engaged in the control of bindweed in the state of Kansas, working with the division of extension, Kansas State Agricultural College at Manhattan. We sold out at Belle Plaine and took up the present work at Manhattan Jan. 10.—E. H. Teagarden.

Clay Center, Kan.—The partnership heretofore existing between H. H. Starkweather and the A. J. Wilson Estate, doing business as Starkweather & Wilson, was dissolved Jan. 1, 1929, the estate of A. J. Wilson retiring from the firm and H. H. Starkweather buying its interest. The business will now be conducted by the Starkweather Grain & Coal Co., H. H. Starkweather, owner.—Starkweather Grain & Coal Co., H. H. Starkweather.

Salina, Kan.—The Robinson Milling Co. is erecting a 300,000-bu. addition to its wheat storage capacity, consisting of tanks of reinforced concrete adjacent to its present bins, and giving the company a total storage capacity at the mill of 650,000 bus., or 900,000 including its country storage. Plans are now in the hands of bidders, and the contract will be awarded Feb. 25 for the construction work. A piling concern has been at work for over a week.

Topeka, Kan.—The Topeka Flour Mills Corp. has been formed to take over the business and properties of the Topeka Flour Mills Co., with the following officers: Pres., W. P. Ronan; vice-pres. and treas., J. J. Vanier; sec'y, H. N. Weinstein. S. P. Kramer was the former pres. and controlling owner. Except for the change in officers as given above, there will be no change in the organization. Capital stock, \$280,000. John Landes, mgr. of the Enid Milling Co., of Enid, Okla., for many years, will be the general mgr.

Wichita, Kan.—A site has been bot here by the Pillsbury Flour Mills Co. for the erection of a 2,300,000-bu. elevator in the north end of the city. Ultimately this capacity will be increased to a total of 4,000,000 bus. and milling units in proportion added. Negotiations had been under way between the Pillsbury company and the Wichita Chamber of Commerce for about two months. The elevator will be finished in time for the 1929 wheat crop. This new elevator together with other projects now under way, will bring Wichita's total storage, which was about 8,000,000 bus. in 1928, to 12,000,000 bus.

Topeka, Kan.—The loss sustained by the Forbes Bros. Central Mills Co. in the recent fire previously reported, was about \$150,000; partially covered by insurance. A small dust fire was shot to have been extinguished four hours before the fire broke out. The office in the front of the plant with all of the records was all that was saved. About 2,000 sacks of feed and between 50,000 and 60,000 bus. of corn and other grain were lost. The owners of the company are W. A. Forbes and his two sons, A. Boyce and Ben, and their cousin, Harold Forbes. Immediately after the fire the company leased the building formerly occupied by the Hill Milling Co. and moved its office equipment and records to that location, where the business is being carried on until definite plans are made as to the burned site.

Glen Elder, Kan.—R. W. Dockstader's 300-barrel mill and elevator burned at 8 p. m., Feb. 5. Loss, \$50,000; insurance, \$12,000. The fire seemed to have its origin in the wheel house. The mill was built 35 years ago, and was put into operation a few months ago after being idle for some time.

## HUTCHINSON LETTER.

The Walker Grain & Coal Co. has built a new scale platform at its elevator.

The new terminal elevator of the Grain Belt Elvtr. Co. has been completed. It is entirely of reinforced concrete and has a capacity of about 400,000 bus.

Application has been made for the transfer of one of the Board of Trade memberships of E. E. Shircliffe (who had two) to Fred A. Kieler of the Security Elvtr. Co.

The annual convention of the Farmers Cooperative Grain Dealers Ass'n will be held here on March 6, 7 and 8. All sessions will be conducted in the Chamber of Commerce rooms. Convention headquarters will be the Chalmers Hotel.

## KENTUCKY

Clay, Ky.—The plant of the Clay Flour Mill burned Feb. 7.

Guthrie, Ky.—W. O. Nelson, owner of the Guthrie Milling Co. here, passed away Feb. 10.

Louisville, Ky.—Lee Callahan has again been appointed chairman of the grain and milling com'ite of the Board of Trade.

Cadiz, Ky.—The office of the McKinney Milling Co., Inc., was somewhat damaged by fire, believed to have been caused by an overheated stove, on Feb. 11.

Louisville, Ky.—J. E. Gardener, former sales manager for the Kentucky Feed & Grain Co., is now associated with the Rapier Grain & Seed Co. at Owensboro.

Hopkinsville, Ky.—Bernard Edwards and associates of Russellville, have bot the water-power mill here, overhauled it and are erecting additional storage. The mill is known as the Christian County Mills, Inc. Mr. Edwards is the mgr.

Louisville, Ky.—Frank C. Dickson, general mgr. of the Kentucky Public Elvtr. Co., had what was termed by the physician as a very light stroke of paralysis, on Feb. 8, as he sat in the company's office. Mr. Dickson has been with the elevator company for more than 40 years.

Madisonville, Ky.—Action against the Madisonville Milling Co., which suspended operations several months ago and whose plant is one of the oldest in western Kentucky, has been filed by the Kentucky Bank & Trust Co., trustee. Judgment for \$12,000 with interest as may be found due is sought, also sale of the milling company's property, mill, stables, equipment, office fixtures and furniture.

## LOUISIANA

New Orleans, La.—The New Orleans Ass'n of Commerce has prepared a handsomely illustrated brochure presenting a compilation of facts concerning the South's greatest city and the advantages it offers for manufacturing and distribution.

New Orleans, La.—The grain com'ite of the Board of Trade has been appointed as follows: Edward Nathan, chairman; W. H. Barnes, E. L. Betzer, H. L. Dauncy, G. P. Ginnie, John T. Gibbons, Jr., C. R. Matthews, Fred H. Pincoffs, C. M. Rodd, James M. Rogers, James Thomas and Albert Valos.

New Orleans, La.—Fontaine Martin & Co., grain brokers, have filed voluntary bankruptcy. The firm has been in the brokerage business here for several years, was a member of the Cotton Exchange, the Chicago Board of Trade and New York Produce Exchange, and was composed of Fontaine Martin, Frank Fortier and Carl Woeste.

New Orleans, La.—The Langenberg Grain Co., New Orleans branch of the Langenberg Bros. Grain Co. of St. Louis, has filed a suit against the United States Government for \$90,000 damages, claiming failure by the Government to carry out a contract to transport 94,283 bus. of grain from New Orleans to Hamburg, Germany, on the Government-owned steamship, West Ira. The grain company alleges that the grain was loaded on the ship but that the Government later discharged it at New Orleans in a damaged condition instead of taking it to Germany.

## MARYLAND

Baltimore, Md.—Gustav Herzer, Jr., of Gustav Herzer & Son, is confined to his home again because of a relapse of a recent illness.

Baltimore, Md.—The Chamber of Commerce executive com'ite for the coming year is composed of the following: William H. Hayward, chairman; Edward Netre, Charles E. Scarlett, J. Murdoch Dennis, A. Leslie Lewis.

Baltimore, Md.—W. B. Cassell of this city recently notified the New York Produce Exchange that his firm has been incorporated as the W. B. Cassell Co. with himself as pres., W. R. McClayton vice-pres., and Jerry Harrison, treas.

## MICHIGAN

Yale, Mich.—The Yale Elvtr. Co. has added to its equipment by installing a No. 1 belt drive Haines Feed Mixer.

Unionville, Mich.—The Unionville Milling Co. has installed SKF Ball Bearings on the main line shaft and on the elevator head shaft.

Lansing, Mich.—The Michigan Bean Jobbers Ass'n held its 36th annual convention at the Olds Hotel here on Feb. 13-14. W. I. Biles of Saginaw is pres.

Bannister, Mich.—The Ithaca Roller Mills are replacing their oil engines with a 15-hp. Fairbanks-Morse Fully Enclosed Pipe Ventilated Ball Bearing Motor.

Portland, Mich.—The Valley City Milling Co. recently purchased the Lockwood Elvtr. which at the present is being used for additional warehouse capacity.

Auburn, Mich.—The Auburn Elvtr. Co. has installed a magnetic spout to eliminate tramp iron, from stock to be ground, before it reaches the feed mill.

Gobles, Mich.—The Gobles Milling Co. has ordered a Dings Magnetic Spout to be placed ahead of the feed mill to remove tramp iron from feed to be ground.

Woodland, Mich.—The Woodland Farm Buro Elvtr. Co. recently had its electric power wiring overhauled, placing all of it in conduits properly grounded at several locations.

Oakley, Mich.—The new elevator recently completed by Christian Breisch & Co. has been equipped with roller bearings on the main line shaft and with ball bearings on the elevator head shaft.

Remus, Mich.—The Saginaw Milling Co. has placed its order for a magnetic spout to be installed ahead of the new motor-driven feed mill in the plant of D. Mansfield & Co., one of its branches.

Detroit, Mich.—Due to the sudden death of our Mr. Blinn last week [the first week in February], the affairs of the company are being wound up.—F. W. Blinn, per L. O. Jarvis, administrator.

Riverdale, Mich.—The Riverdale Elvtr. Co. is installing a 20-hp. electric motor in its elevator to replace an oil engine. The motor is being placed in the fire resistive room in the basement formerly occupied by the engine.

Bay City, Mich.—Bromfield & Colvin have ordered a Bauer Hammer Mill to be driven direct by a 3,600 r.p.m., 50-hp. Fairbanks-Morse Motor. This mill has a magnetic separator attached to it as an integral part of the machine to remove tramp iron from the stock to be ground.

De Witt, Mich.—The Christian Breisch & Co.'s elevator has been remodeled and anti-friction bearings have been used on the new shafting in the plant to drive the corn sheller and crusher and the feed mill elevator. A ball bearing crusher-sheller and a ball bearing feed mill have also been installed.

St. Johns, Mich.—The St. Johns Agricultural Ass'n is installing a Bauer Hammer Mill driven direct by a 3,600 r.p.m. Fairbanks-Morse Motor. This mill also incorporates a built-in magnetic separator to remove all tramp iron from stock to be ground. The ass'n is installing also three SKF Ball Bearings on the line shaft operating the crusher and sheller.

Newport, Mich.—Burt McKenzie & Son's grain elevator burned at 7 p. m., Feb. 7. Loss, \$35,000, partly insured. The cause is believed to have been an overheated bearing or defective wiring in one of the motors. About 1,100 bus. of wheat and 300 bus. of oats were destroyed. The safe, office furniture, all records and books were saved.

Breckenridge, Mich.—The Breckenridge Farmers Elvtr. Co. recently installed three more motors of 5, 3 and 2-hp., of the Fairbanks-Morse Self-Ventilated Ball Bearing Type, controlled by Industrial Controller Automatic Across the Line Starters.

Jackson, Mich.—S. J. Trumble, foreman of the seed department of the McLaughlin, Ward & Co.'s elevator, was found on the first floor of the building, on Feb. 13, in a semi-conscious condition, severely injured about his head and body from some unknown cause. It is thought he may have been injured while attempting to change a belt on some machinery. The physician who treated him believed his condition was not serious.

Vestaburg, Mich.—The Michigan Bean Co. has completed the installation of Fairbanks-Morse Fully Enclosed Self-Ventilated Ball Bearing Motors to operate its elevator, consisting of two 7½-hp. motors, one 5-hp. and two 2-hp. All motors are controlled by Industrial Controller Automatic Switches, those on the 7½-hp. motors having dust-tight gasket-fitted cases. The oil engine is still used to operate the feed grinder but will probably be replaced at a later date with a direct-connected motor-driven feed mill.

## MINNESOTA

Monticello, Minn.—The Farmers Grain & Coal Co. is putting in a Monarch Corn Cutter.

Hector, Minn.—A Monarch No. 10 Corn Crusher is to be installed by the Hector Co-op. Milling Co.

Duluth, Minn.—E. H. Harbison, mgr. at Duluth for C. C. Wyman & Co., grain, broke his ankle recently.

Hopkins, Minn.—The Pioneer Elvtr. & Lumber Co. has installed a No. 1 Haines Feed Mixer with motor.

New Ulm, Minn.—The plant of the Eagle Roller Mill Co. was damaged by fire on Jan. 30. Loss, about \$2,000.

Tyler, Minn.—The Tyler Co-op. Co. has put in a Bauer Feeder on the new Bauer Hammer Mill recently installed.

Verndale, Minn.—M. H. Hendricks is now putting in a 20-inch Monarch Attrition Mill equipped with two direct-connected 15-hp. Westinghouse Motors.

Duluth, Minn.—Joseph L. Ward was recently elected to membership on the Board of Trade, and will be a floor trader for the Farmers Union Terminal Ass'n.

Kent, Minn.—E. J. Colliton, proprietor of the Kent Farmers Elvtr. Co., was married, on Feb. 11, to Miss Hildegard Neppl.—M. Leo Barrett, McCarthy Bros. Co., Minneapolis.

Lake City, Minn.—A feed mill for the Hunting Elvtr. Co. is being built by T. E. Ibberson Co. A Jacobson Hammer Mill will be installed, powered by a 50-hp. engine. Work will start Feb. 25.

Duluth, Minn.—E. S. Woodworth & Co. of Minneapolis may establish an office here. Robert C. Woodworth and T. H. Van Every were here recently, looking over the ground for that purpose.

Olivia, Minn.—The De Werd Milling Co. of Milbank, S. D., bot out the Olivia Roller Mills. The plant will be converted into a modern feed manufacturing unit and up-to-date equipment installed.

Albert Lea, Minn.—Robert Bender has acquired an interest in the Albert Lea Milling Co., and is now in the office of that company. Emil Darsow is pres. and general mgr. of the company.

Sacred Heart, Minn.—The Walstad Elvtr. Co. has given the Hogenson Construction Co. contract for building a feed mill, and installing a 27-inch Munson Attrition Mill and a Kenyon Corn Crusher. The work will be completed in February.

Haydenville (Madison p. o.), Minn.—The Haydenville Farmers Grain Co.'s elevator burned Feb. 12. Loss, about \$30,000; insurance, \$12,500 on building and \$15,000 on stock. C. A. Barker, the mgr., owned a house in Brentford, S. D., that burned in August, 1926.

Mapleton, Minn.—The Matson Elvtrs. have put in a large Diamond Huller Feed Mill to replace the old one and have done some repairing to the mill, also painted the elevator and put on a very large electric-lighted sign advertising their grain, coal and feed business.—R. S. Matson.

# The GRAIN DEALERS JOURNAL

Chaska, Minn.—The Teske Coal & Feed Co. has installed a No. 3 belt drive Haines Feed Mixer.

Truman, Minn.—David Van Amber, former grain buyer here, at Huntley and at Welcome, and a resident of this county since the early '60's, died late in January, in Montana, where he had gone to visit his brother Charles. His body was brought to Truman for burial. He was 77 years old.

Heron Lake, Minn.—Henry G. Hulsing has been appointed mgr. of the Farmers Co-op. Elvtr. here, succeeding J. B. Nimmerfro, deceased. Mr. Hulsing was assistant mgr. for several years up until last September, when he went in with the Proteco Mfg. Co. George Morley will remain as assistant mgr.

Marshall, Minn.—William ("Bill") Saddeloff was severely injured in an accident occurring during the progress of the Minnesota Farmers Grain Dealers Ass'n in Minneapolis last week. He taxied with a friend out to visit a mutual acquaintance at the hospital and on his return trip in another taxi, which ran amuck, was unmercifully slashed by flying glass resulting from a smash-up. For a long time he was unconscious, and now rests in the hospital slowly recuperating from his unfortunate mishap. "Bill" represents the Kellogg Commission Co.

## MINNEAPOLIS LETTER.

Vern McCarthy is enjoying a sojourn in California.

Ralph M. Guenther, grain buyer for the Ralston Purina Co., St. Louis, has bot a membership in the Chamber of Commerce.

The Keystone Grain Co. is now installing a Bauer No. 182 Hammer Mill, equipped with a Dings Magnetic Separator and a brake.

Wallace W. Lewis, age 62 years, died of suffocation on Feb. 11 when he fell head first from a ladder into a bin of grain at the Sterling Elvtr. Co.'s plant. He is survived by his widow and two daughters.

C. T. Vandenover has resigned his office of sec'y of the Southern Minnesota Mills, which he has held for nine years, to become an official of the sales department of the International Milling Co., which operates flour mills at New Prague, Minn., and at Buffalo, as well as a large terminal elevator in Minneapolis, where its headquarters are located.

William M. Atkinson, pres. of the Atkinson Milling Co., died of heart disease, on Feb. 13, at Pasadena, Cal., at the age of 60. He entered the employ of the Washburn Crosby Co. when a young man, continuing with it for 32 years. In 1915 he erected a 1,600 barrel flour mill, of which he was the sole owner for a time, but later converted the business into a corporation of which he was the pres. A widow and a brother survive him.

Spencer Kellogg & Sons, of Buffalo, N. Y., who for many years have operated a linseed oil mill at Minneapolis, have decided to receive flaxseed as it comes direct from the country and accumulate a stock of raw material for the oil mill. Accordingly they have let the contract to the Jas. Stewart Corporation for a working house and 1,000,000 bus. of storage, comprising 18 tanks in two rows, 110 ft. high, with two legs in the working house, 8 flax cleaning machines, all operated by electric motors, and connected with the present plant by a gallery 415 ft. long.

## MISSOURI

Springfield, Mo.—The Missouri Farmers Ass'n has bot ground for a new mill and elevator to cost \$100,000.

Grant City, Mo.—The elevator at this place has been leased by the Garnett Grain Co., with G. W. Black as mgr.

Nimrod Station (Norborne p. o.), Mo.—Mr. Kinsey's elevator burned recently. There was no grain in it at the time.

St. Joseph, Mo.—Frazer L. Ford was re-elected treas. and N. K. Thomas re-elected sec'y of the Grain Exchange for 1929, on Feb. 5.

Butler, Mo.—A small elevator and a grinding mill will be erected here soon by M. F. Arnold, who lost his grain and feed warehouse by fire recently.

Pleasant Hill, Mo.—Marion and Robert Hunt have bot the interest of their brother, Ben B. Hunt, in the stock (but not in the buildings) of the Hunt Bros. Milling Co.

Hannibal, Mo.—The Farmers Elvtr. & Exchange Co. will put additional equipment in its plants both here and at Palmyra for feed mixing, and carry larger and more complete stocks of commercial feeds.

LaMonte, Mo.—Paul L. Wensell, vice-pres. and general mgr. of the LaMonte Milling & Grain Co. and also vice-pres. of the LaMonte Chamber of Commerce, died Feb. 7 of heart disease. He is survived by his widow, mother, three brothers and four sisters.

Tipton, Mo.—W. H. Yontz, connected with the Tipton Elvtr. for a long period of years, died, late in January, at the age of 87. He was a Civil War veteran and was a prisoner at historic Andersonville. He had been married three times and was the father of twelve children, nine of whom survive him.

Olean, Mo.—We are putting in a J. B. Hammer Mill and a Howe Cutter for chicken feed. We have the only elevator here at the present time. John Gattermeir is pres.; E. W. Morris, vice-pres.; A. G. Gattermeir, sec'y and mgr. Our mill has a capacity of 50 barrels and our elevator 12,000 bus.—Olean Milling Co., A. G. Gattermeir.

Hardin, Mo.—J. M. Redd of Dover has been given possession by the supreme court, of the elevator formerly owned by the Seward Grain Co., thus ending litigation which has lasted for two years. The elevator was sold at trustee's sale to Mr. Redd, the highest bidder, but possession was denied by the Seward Co. The elevator will be painted and repaired and put into operation at once.

Carthage, Mo.—Construction has already started on the new plant of the Morrow Milling Co., formerly the Morrow-Kidder Milling Co., whose plant was destroyed by fire last summer. A 150-barrel flour mill, a 300-barrel corn meal plant and a 100-ton mixed feed unit, besides a new grain handling headhouse, are planned, the machinery and equipment for which have already been ordered from the General Mill Equipment Co.

Jasper, Mo.—There are three grain elevators here: the White & Hayzlett Elvtr., the Carter Elvtr. and the Farmers Co-op. Elvtr. Thomas Patterson bot the Schooler Elvtr., sold it last year to the Carter Elvtr. Co., which now operates it. The three elevators have a storage capacity of about 50,000 bus. The Farmers Elvtr. and the Farmers Exchange are two separate firms voting April 16 for consolidation. If it carries, it will probably mean improvements for both firms. No other improvements contemplated at present.—X.

Malden, Mo.—The two grain elevators here, operated by the Malden Grain Co. and the L. K. Ashcroft Co., are now consolidated and operating under the name of the Malden Grain Co. This consolidation, however, is only temporary. The increased cotton acreage is responsible for the light grain business. The Planters Grain Co. is no longer in business here or elsewhere. The elevator and warehouse formerly operated by that firm and the Southeast Missouri Grain Co. are now operated by Kochtitzky and Mewhirter under the name of the Malden Grain Co.—X.

## KANSAS CITY LETTER.

The stock trading com'ite of the Board of Trade is now considering applications for listing of securities of several local industries.

B. J. O'Dowd, of the Simonds-Shields-Lonsdale Grain Co., has applied for membership in the Board of Trade on transfer of K. J. Bartsch, formerly with the same company.

Eldred A. Cayce has applied for membership in the Board of Trade on transfer of John Fennelly, deceased. The membership sold for \$10,000, an advance of \$1,500 over the previous sale. There was no transfer fee.

Again the Board of Trade has voted on the proposed change in the rules of the exchange which would prohibit members making sales of grain thru non-member brokers, and this time the amendment won, the vote being 100 to 49.

Walter R. Scott, sec'y of the Grain Exchange, has been appointed mgr. of the proposed stock trading department of the Board and left, on Feb. 9, for a month's visit to all leading stock and grain exchanges in the North and East.

The securities trading department of the Board of Trade may use the large office on the fourteenth floor of the Board of Trade Building, recently vacated, instead of using a part of the Grain Exchange trading floor as previously announced.

We are indebted to Roy H. Monier, state warehouse commissioner of Missouri, for a copy of his annual report for the year 1928, containing complete statistics of the work performed in grain inspection and weighing at Kansas City, St. Louis, St. Joseph, Sikeston, Carthage and Springfield, including the in and out inspections of the different grains at the public elevators. Receipts at Kansas City were \$156,641; at St. Louis, \$88,808.22, and at St. Joseph, \$26,390.25.

## ST. LOUIS LETTER.

The secretaries of all the state grain ass'ns held a meeting here Feb. 18 and 19.

The main floor and the trading floor of the Merchants Exchange is being renovated at a cost of \$10,000.

S. S. Carlisle, formerly mgr. of the local branch of the Continental Export Co., has been made vice-pres. of that company. Before coming to St. Louis he was mgr. of the Kansas City branch of the export company.

The St. Louis Grain Club added the following to its membership at a meeting held on Feb. 6: Paul M. Marshall, Charles A. Wilson, Fred Williamson, Arthur J. Schulte, Julius Mayer, John Martin, C. Earl Drake, A. R. Benson, A. J. Rogers, W. E. Ohlemeyer, J. Schurmann, Frank R. Quinlivan, Charles H. Apple, J. B. Horton, John Mullally, George A. Veninga.

## MONTANA

Great Falls, Mont.—Rumor has it that a new federal grain supervision office may be established here in time to take care of the new crop.

Turner, Mont.—The Equity Co-op. Ass'n of Harlem, Mont., has awarded the contract for the erection of a 30,000-bu. elevator to be built here at Turner, the new town on the Saco Branch, to the T. E. Ibbsen Co. The elevator will have 18 bins and two legs, slab type foundation, with an office building 18x24 attached to the driveway, with a full basement under the office. A Gerber Double Distributor will be used. A 15-h.p. type "Z" Fairbanks-Morse Engine will furnish the power, and a 15-ton dump scale be installed for receiving products, fitted with a Strong-Scott Dump and a 10-bu. Richardson Automatic Scale. Work will start as soon as the frost is out of the ground. The owners of this elevator also operate the elevator at Harlem.

## NEBRASKA

Ashland, Neb.—The Farmers Union Co-op. Ass'n has installed a No. 1 belt drive Haines Feed Mixer.

Cedar Creek, Neb.—The R. H. Lohnen Grain & Lumber Co. has bot a York Ever-Ready Electric Truck Lift.

Gretna, Neb.—The Gretna Roller Mills has installed a Success Ball Bearing Manlift made by the York Foundry.

Omaha, Neb.—The Maney Milling Co. contemplates making improvements and repairs to its plant in the near future.

Elwood, Neb.—A. T. Almquist has bot the interest of R. N. Moncrief in the Salisbury & Moncrief elevator at this place.

Prague, Neb.—Alden Novak, formerly with the Novak Grain Co. at South Ravenna, Ravenna p. o., is now located at Prague.

Omaha, Neb.—Mrs. Adams, wife of J. B. Adams, Omaha grain man who operates three country elevators in Iowa, died on Feb. 2.

Big Springs, Neb.—A Richardson Automatic Scale will be installed in the Farmers Elvtr. here by the W. H. Cramer Construction Co.

Gering, Neb.—A commercial grinding plant here for the Lexington Mill & Elvtr. Co. has been completed by the W. H. Cramer Construction Co.

Falls City, Neb.—The Falls City Milling Co., Tom Whitaker, mgr., has recently increased its storage capacity, bringing it up to 20,000 bus.—Chet Knierim.

Crete, Neb.—The fire at the Crete Mills, previously reported, seems to have been confined to the large 240-h.p. motor, the cause probably being a short circuit.

Superior, Neb.—The elevator here known as the Nye-Schneider-Fowler Co.'s Elvtr., owned by the Valley Lumber Co., is being rebuilt into a permanent coal shed by the owners.

Big Springs, Neb.—Harry Johnson is the mgr. of our plant here, completed last October. Frank Dorn's elevator and the Farmers Elvtr. are the only other elevators here.—Johnson Elvtr. Co.

Grand Island, Neb.—The Nebraska Consolidated Milling Co. contemplates building an elevator here having a capacity of 125,000 to 150,000 bus., plans for which have already been submitted.

Odell, Neb.—The Crittenden Grain Co.'s elevator was damaged by fire recently, thot to have been started by a tramp who evidently built a fire in the middle of one of the rooms of the plant.

Omaha, Neb.—The cold weather has delayed construction of the Illinois Central R. R. Elvtr. here, but it is hoped to have it ready for operation in March. It will be operated by the Crowell Elvtr. Co.

Rockford, Neb.—A. L. Burroughs has installed a new Gruendler Hammer Feed Mill, getting its power from a 36-h.p. Hart-Par Kerosene Engine, and expects in the near future to erect a warehouse and handle all kinds of feed.—Chet Knierim.

Tecumseh, Neb.—At the Gilmore Elvtr. has recently been installed a JB Hammer Mill with a Tex-rope drive, powered by a 25-h.p. Fairbanks-Morse Electric Motor. A vertical 1,000-pound batch feed mixer has also been added.—Chet Knierim.

Crawford, Neb.—My elevator was completed and in operation the last week in July. At present I expect to build a brick seed house 26x40 to handle the coming crop. The Toomey flour mill here which burned last December will not be rebuilt, as Mr. Toomey has taken over a mill at New Castle, S. D.—Lee Hallsted.

A bill is now before the state legislature of Nebraska under the provisions of which grain dealers and millers would be required to pay an annual license fee of \$5, to report total purchases of grain, together with names of actual owners, and to account for shrinkage and overages, the reports to be required monthly.

Rushville, Neb.—W. H. Wolvington operated this plant for five years, up to November, 1927, when the owner, J. O. Aplan, took it over and operated it until May, 1928, at which time he completely worked it over, concrete foundation, floors and hopper bottoms to four bins. This was completed the last of July, at which time I took it over with contract to lease and buy before July, 1929. I expect to buy before the time expires, as I have mighty good grain, feed and coal business worked up. W. H. Wolvington has an elevator across the street, with a capacity of about 8,000 bus. This one has a capacity of about 6,500 bus. now. He operated both plants up to the time mentioned above. I operate under the name of Guihen Grain & Coal Co.—R. A. Guihen.

## NEW YORK

Crarryville, N. Y.—The mill and barn of G. W. Smith were burned on Feb. 18.

Lockport, N. Y.—The Thompson Milling Co. plant, which includes an elevator, has been sold to Charles E. Dickenson, bidder in, for \$10,000. Altho closed three years ago, this mill did not go thru bankruptcy. Foreclosure proceedings were brought for city taxes. Together with named price, the outstanding bonds purchased were about \$75,000.

### BUFFALO LETTER.

Frank F. Henry has been elected a director of the Chamber of Commerce to represent the grain and milling interests on the board. Mr. Henry is vice-pres. of the Washburn-Crosby Co.

James MacKerracher has been appointed mgr. of the Superior Elvtr. Corp., succeeding George E. Pierce resigned, and the Western Elvtr. Ass'n, with offices in the Chamber of Commerce Building. He has been in the grain trade here for about 15 years and has been connected for some time with the two organizations mentioned.

Levi S. Chapman, who formerly controlled the Superior and other elevators here, has filed a voluntary bankruptcy petition, listing liabilities of \$1,881,132 and assets of \$650. His son, Charles R. Chapman, who was his business associate, filed a similar petition with liabilities of \$539,191 and assets of \$8,929. One of Mr. Chapman's largest liabilities is a claim of a Buffalo grain company on an uncompleted contract, fully covered by surety bonds.

The offices of the Sheffield Elvtr. Co., of Minneapolis, in the Chamber of Commerce Building here, have been enlarged for the accommodation of the coarse grain department, which will be in charge of W. L. Stephens. H. H. Richardson, local mgr. of the Sheffield Elvtr. Co., will keep general supervision over the new department.

### NEW YORK CITY LETTER

Memberships in the Produce Exchange have been selling at \$18,000 for some time now. The volume of sales of unlisted securities has been on the up grade also, more than 53,000 shares being handled on Feb. 2.

Jack Hausmann, in the grain export business in the Produce Exchange Building, and M. K. Crossnay, of Bunge North American Grain Corp., have recently been admitted to membership in the Produce Exchange.

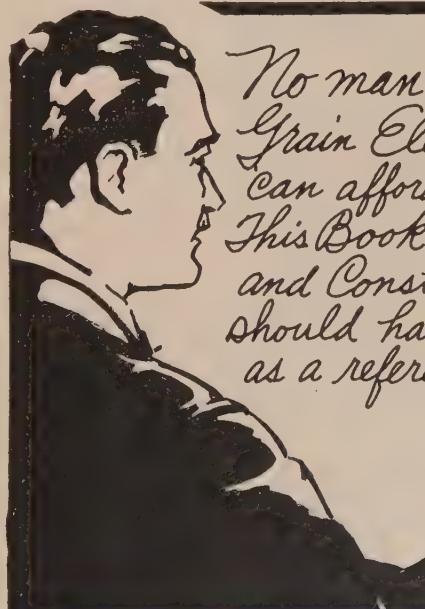
The securities market on the Produce Exchange reached a new high record on Feb. 6, the total sales for that day amounting to 53,169 shares. Twenty-three more issues to be dealt in have been designated by the com'ite. The space on the floor now allotted to that department may have to be enlarged.

The following representatives of stock, bond and banking houses have been elected to membership in the Produce Exchange: Roland L. DeHaan, Frederick W. Bellamy, Leonard J. Marquis, Frank B. Montford, John J. Qualter, Isaac W. C. Salloway, John Biro and Eugene Klein. The following representatives of security commission and brokerage houses have filed applications for membership: Lawrence B. Askin, William L. Culbert, Jr., Benjamin H. Van Keegan, and William H. Hassinger.

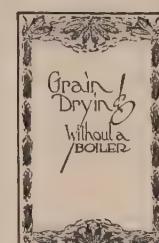
During the year of 1928 there were unloaded at the Gowanus Bay Elvtr. 9,652,073 bus. of grain and there were loaded out 9,736,079 bus. In 1927 there were unloaded 11,821,360 bus. and there were loaded out 11,744,240 bus. The total revenue received from the grain elevator amounted to \$104,823.41, as compared with the revenue for 1927 of \$191,525.88. As an offset against this decrease in revenue the payrolls for 1928 decreased about \$17,000 and the maintenance and operation expenses decreased about \$15,000. The installation of pneumatic grain handling equipment is practically completed. This will serve to handle wet grain and also serve as supplementary unloading equipment, as reported by Fred'k Stuart Greene, sup. of public works.

## NEW ENGLAND

Boston, Mass.—At the annual meeting of the Boston Grain & Flour Exchange, held Feb. 5, the election resulted as follows: Pres., Albert K. Tapper (re-elected); first vice-pres., Andrew L. O'Toole; second vice-pres., Edward H. Day (re-elected); directors (3-year term), Henry A. Cassidy, Thomas J. McAuliffe, Fred S. Colby and Robert S. Wallace. At the annual banquet, held in the evening, 400 were present.



No man operating a  
Grain Elevator or Mill,  
can afford to be without  
This Book. All Engineering  
and Construction Companies  
should have it on file  
as a reference book.



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Toledo, Ohio, U. S. A.

Boston, Mass.—Eastern Flour Mills, Inc., incorporated; capital stock, \$50,000; incorporators: Joseph A. Padula, A. LeMarca, Sabatina Cignale; to manufacture and deal in wheat flour.

Boston, Mass.—William H. Kane of Island Pond, Vt., has put in his application for membership in the Grain & Flour Exchange, taking over the membership of Frank Eighme. Dr. Jacob Aronson of Brookline has also applied for membership. Herbert A. Weeks, of A. S. McDonald Co., put in an application by transfer of the membership of George W. Lee.

## NORTH DAKOTA

Genoa, N. D.—The Co-op. Elvtr. has installed a \$2,000 grain cleaner.

Underwood, N. D.—The Finneman Grain Co.'s elevator burned Feb. 7. Loss, \$18,000; insurance on building, \$10,000.

Montpelier, N. D.—The Montpelier Co-op. Elvtr. Co. bot the two Hinckley No. 28 Head-Drives exhibited at the Minnesota convention, and will soon install same. The drives are equipped with Hyatt Bearings and a Beyl Backstop.

## OHIO

Marysville, O.—Spurrier Bros. recently added a No. 1 belt drive Haines Feed Mixer.

Ft. Jennings, O.—Raabe Bros. recently put in a No. 3 belt drive Haines Feed Mixer.

Boughtonville, O.—The feed mill addition to the Boughtonville Elvtr. is almost completed.

West Liberty, O.—Yoder & Co. recently installed a No. 1 Haines Feed Mixer with motor.

Canal Winchester, O.—S. B. Swope has installed a No. 1 belt drive Haines Feed Mixer.

Loudonville, O.—The Loudonville Equity Exchange is installing Sidney Feeders and other equipment.

Delphos, O.—The Delphos Equity Exchange has lately installed a No. 1 Haines Feed Mixer with motor.

Greenfield, O.—The Styerwalt Milling Co. has added a No. 1 belt drive Haines Feed Mixer to its equipment.

Loudonville, O.—The Loudonville Milling Co. has bot a 40-h.p. hammer mill from the Sidney Grain Machinery Co.

Sardinia, O.—The Hanselman flour mill burned at 9 o'clock p. m., Feb. 10. Loss to mill and nearby grocery, \$25,000; partly insured.

Kalida, O.—The Odenweller Milling Co. recently added to its equipment by the purchase of a No. 3 Haines Feed Mixer with motor.

Kidron, O.—J. P. Sommer is installing corn sheller, elevators and other equipment, the Sidney Grain Machinery Co. having the contract.

Applecreek, O.—The Wayne Farmers Supply Co., incorporated; incorporators: Paul Miller, George Gerstenslager and L. R. Critchfield as attorney; to handle grain.

# The GRAIN DEALERS JOURNAL.

North Lewisburg, O.—O. M. Clark is installing an electric motor for power and overhauling the elevator which he recently bot here. Marion Guthridge is in charge.

Delphos, O.—Cleve G. Heist of Van Wert has bot the interest of Bert Schentz in the Garman Grain Co. here. The officers of the company are Lloyd Granstaff, pres.; Albert Luersman, vice-pres., and A. L. Garman, sec'y-treas.

Brierton, O.—The elevator and most of the contents, including 1,800 bus. of grain, owned by John Marquardt & Son, burned on Feb. 12. Partly insured. The elevator was erected in 1920 shortly after the Wickenhiser Elvtr. burned near the same location.

Coshocton, O.—The Hanley mill was taken over in December by C. E. Oliver, and the Coshocton Milling Co. formed. We have a 240-barrel mill and a 30,000-bu. concrete elevator. We are not going to build another elevator. We are putting out concentrated feeds.—The Coshocton Milling Co.

Toledo, O.—A. W. Boardman, an old-timer in the grain trade, recently celebrated his 81st birthday. One of his sons, W. A. Boardman, has stepped into his shoes in the East Side Iron Elvtr. Co. and is now sec'y of that company. W. A. Boardman is also the new sec'y of the Toledo Produce Exchange, as mentioned before.

Van Wert, O.—The Ireton Bros. Co.'s elevator burned at 10 a. m. on Feb. 8. Loss, \$30,000; insurance, \$20,200. About two cars of corn, a car or two of oats and smaller amounts of other grains were destroyed. The fire started in cobs kept in a big storage room in one corner of the elevator. The construction was sheet steel over wood frame. A new up-to-date elevator may possibly be erected on the site.

Cleveland, O.—F. E. Watkins of the Cleveland Grain Co., prominent ass'n worker, former pres. of the Grain Dealers National Ass'n and for many years closely associated with the activities of both that organization and the Ohio Grain Dealers Ass'n, was elected pres. of the Cleveland Grain & Hay Exchange at the last annual meeting. Other officers elected are E. I. Bailey, vice-pres.; C. G. Clark, treas.; W. E. Seaman, sec'y.

## OKLAHOMA

Vinita, Okla.—The Baxter Mill & Elvtr. Co. recently installed a No. 1 belt drive Haines Feed Mixer.

Chickasha, Okla.—The Chickasha Milling Co. has added a No. 1 belt drive Haines Feed Mixer to its equipment.

Shawnee, Okla.—Lloyd Ford, pres. of the Shawnee Milling Co., lost his father, J. A. Ford, who died Feb. 12.

Chickasha, Okla.—We have not done a thing as yet on the contemplated storage. Will not do anything until after the wheat season.—The Goldsmith Grain Co.

The Pool Elvtr. Corp., a subsidiary of the Oklahoma Wheat Growers Ass'n, is said to be contemplating a drive to lease 60 elevators in the wheat growing sections of the state. The ass'n operated 26 elevators in 1928. Grain elevators at Byron and Helena have already been leased.

Enid Okla.—Robert Maney, son of J. W. Maney, controlling owner of the Maney mills here and at El Reno and Omaha, Neb., has succeeded J. K. Landes as mgr. of the Enid Milling Co. here, Mr. Landes having resigned to become general mgr. of the Topeka Flour Mills Corp. at Topeka, Kan.

Medford, Okla.—The Hacker Milling Co.'s elevator, owned by Mrs. Hacker and leased by Ed Jenkins, which burned late in January, as previously reported, will be rebuilt. Loss, \$10,000; partly insured. More than 4,000 bus. of wheat was destroyed. Mrs. Hacker has received an insurance settlement of \$4,800.

Enid, Okla.—A new feature in the business of General Mills, Inc., is the separation of the grain buying and storage from the milling end, and for this purpose a new grain company is being organized, to be known as the General Grain Co., with Karl E. Humphrey as pres., and John O'Brien, head of the grain department of the El Reno Mill & Elvtr. Co., vice-pres. and general mgr. The headquarters of the grain company will be in Enid, where General Mills, Inc., is building a 2,000,000-bu. elevator, as mentioned previously.

## PACIFIC NORTHWEST

Spokane, Wash.—The Boyd-Conlee Co.'s grain warehouse was slightly damaged by fire recently.

Coulee, Wash.—E. J. Guenther contemplates erecting an elevator this spring, to be either of concrete or of lumber covered with metal.

Worley, Ida.—The Worley Union, Inc., incorporated; capital stock, \$25,000; incorporators: Hans Johnson, William Schultz, Noah Fulton, Fritz Magnuson, Hans A. Hansen; to buy, sell, ship and handle grain, hay, feed and machinery.

Bonners Ferry, Ida.—T. E. Lavin has bot the controlling interest in the Bonners Ferry Grain & Milling Co., having purchased the stock of John Sherman and Ralph E. Clapp. Mr. Lavin has taken over active management of the company.

Portland, Ore.—Permit to open the futures market here has already been applied for at the Grain Futures Department of the U. S. Department of Agriculture, Washington, D. C., and it is hoped that the new Portland Grain Exchange may be able to open within a few weeks.

Tacoma, Wash.—The Port of Tacoma Commission has entered into a contract with the Casseday Engineering & Construction Co. for draft of plans for the grain elevator for which a \$500,000 bond issue was voted last November. It will probably be two or three months before a call for bids for the construction will be made.

## PENNSYLVANIA

Philadelphia, Pa.—Samuel B. Gilpin, grain dealer, aged 79 years, died at his home here, on Jan. 29.

East Fayetteville, Pa.—The East Fayetteville Elvtr. Co. has installed a No. 3 belt drive Haines Feed Mixer.

Columbia, Pa.—The Columbia Roller Mill burned recently, the fire thought to have been of incendiary origin.

Sunbury, Pa.—Clyde Steese's mill burned recently. Loss, \$25,000. Crossed electric wires were believed to have been the cause.

Philadelphia, Pa.—George H. McMullin, grain and feed dealer, has put in his application for membership to the Commercial Exchange.

Philadelphia, Pa.—At the recent annual meeting of the Board of Trade, Philip Godley was elected pres. to succeed William H. Coates, who has held that office for 18 years.

Erie, Pa.—Crouch Bros.' mill has been bot by the Watson Mfg. Co., in another line of business, and will be dismantled. William F. Campbell, who was connected with this mill, has become head miller for the Buckeye Cereal Co., Massillon, O.

## SOUTH DAKOTA

Carthage, S. D.—W. C. O'Brien has bot the J. J. Harrington Estate Elvtr. here.

Garden City, S. D.—John Hartman has bot John McKay's little mill here, the latter retiring on account of poor health.

Mitchell, S. D.—The Farmers Grain & Coal Co. is installing a 26-inch Monarch Attrition Mill run by two 30-h.p. Westinghouse Motors.

Selby, S. D.—The Selby Equity Exchange has installed a 24-inch Munson Direct-Connected Attrition Mill powered by two 25-h.p. G.E. Motors.

Winner, S. D.—We are installing a new 4-unit Emerson Cleaner and a 10-bu. Richardson Automatic Scale.—Frank Woodring, Winner Farmers Exchange.

Elk Point, S. D.—Louis N. Crill, sec'y of agriculture for the state of South Dakota, died recently at Pierre after an illness of only four days. He was 62 years old. The body was brot here for burial, as this was Mr. Crill's home town. He formerly operated a seed business here and was well known to grain dealers throughout the state.

Gorman, S. D.—The Atlas Elvtr. Co. is going to rebuild as soon as the frost is out of the ground, the elevator to be completed in time for the new crop. The fire was caused by a defective chimney in a false attic above the office. The loss was \$55,000; covered by insurance. There was 42,000 bus. of grain in the elevator; the capacity was 50,000 bus.—Atlas Elvtr. Co., C. M. Doerr, agt.

Mina, S. D.—The Mina Farmers Elvtr. Co. has awarded the contract to the T. E. Ibberson Co. for the erection of a 45,000-bu. elevator. It will have 18 bins, two legs equipped with D. P. Buckets, a cross work floor containing a large type disc cleaner and a flax cleaner, and a car puller having a capacity of 10 cars. Power will be furnished by a Fairbanks-Morse 25-h.p. Type "Y" Engine and a 15-h.p. Type "Z" Engine, located in the basement under the office building. The office will be divided into three rooms and be heated by furnace. A 10-ton Fairbanks Scale will be used in the driveway and a Strong-Scott Dump. A 10-bu. Richardson Automatic Scale will be used for weighing shipments. Re-inforced slab foundations will be used and the whole building covered with galvanized iron. Gerber Double Distributor Spouts will be used on the legs, with all steel spouting. Besides the elevator, an 80-foot coal shed and a 40-foot warehouse will be built. Work will be started the latter part of March. Everett Wheelock is the mgr.

## SOUTHEAST

Richmond, Va.—Edward B. George, a prominent grain merchant of this city for years, died recently. A widow, three sons and two brothers survive him.

Savannah, Ga.—Dixie Portland Flour Mills, owned by C. B. Stout of Memphis, Tenn., will establish a 2,000-barrel self-raising flour mill in the Continental Mills Building.—P. J. P.

Guntersville, Ala.—The Saratoga Victory mill is almost completed, and it is expected to have the machinery in operation by March. This company has another mill at Albertville, Ala., which will start operations some time in February.

## TENNESSEE

Fayetteville, Tenn.—A small section of the roof of the Fayetteville Milling Co.'s mill was blown off Jan. 18.

## TEXAS

Goree, Tex.—The Goree Grain Elvtr. has been making improvements; some of the old buildings have been torn down and replaced with new ones.

Lubbock, Tex.—R. R. Stuard, inspector for the Lubbock Grain Exchange, reports that 1,501 inspections were made during the first six months of the existence of the Exchange.

Taylor, Tex.—There is no change in our corporation—we are simply having a warehouse built for our business. Roberts & Challenger are owners of the building.—Cooper Grain Co.

Amarillo, Tex.—James D. Rayford and Frank G. Barefield, each the head of a prominent grain company, are charged with swindling and forgery whereby bankers and financiers are said to have been victimized to the extent of \$25,000.

El Paso, Tex.—Globe Fico Mfg. Co., incorporated; capital stock, \$1,000,000; formed by the merger of the El Paso Grain & Milling Co., Globe Ice & Cold Storage Co., and the Globe El Paso Cotton Oil Co. Will E. Keller of Los Angeles, Cal., is the pres.—P. J. P.

White Deer, Tex.—Four elevators are now in business here, Great West Mill & Elevator Co., J. N. Beasley Grain Co., U. S. Strader Grain Co., all of which have headquarters at Amarillo, and ourselves. U. S. Strader Grain Co.'s elevator and our own are the only ones open at this time of the year.—E. F. Tuble, Farmers Elvtr. Co.

Houston, Tex.—There has been some talk of advocating increasing our elevator from 1,000,000 to 3,000,000 bus. capacity. The undersigned arranged for this elevator to be constructed on a unit basis so that it may be increased from its present size, even to a capacity of 6,000,000 bus. without being out of balance. It is the feeling among some of the grain people that additional facilities for storage are needed here and consequently, while there is nothing definite as yet, some such movement may be undertaken. It will, of course, take some time to do this, if it is done, because a bond issue would be needed for this purpose. We estimate that it would cost \$1,500,000 to complete our headhouse and increase the storage to make this a 3,000,000-bu. house.—B. C. Allin, director of the port of Houston.

Beaumont, Tex.—There are no definite plans at this time regarding the construction of any elevator at our port.—Shelby Wiggins, port director.

#### FT. WORTH LETTER.

Clarence Wilkins, who has operated the Wilkins Grain Co. for two years, is closing up his business and will make other connections soon.

W. T. Stedman has been appointed new superintendent of the Universal Mills here, and has resigned his position as superintendent of the Crete Mills at Crete, Neb.

Julian N. Barrett, formerly with the Wilkins Grain Co., is now associated with the Henderson Grain Co. He is the son of C. S. Barrett of the Pampa Grain Co. of Pampa, Tex.

The Southwest Grain Commission Co., incorporated; capital stock, \$11,000; incorporators: H. L. Kearns of Amarillo, Jesse Riffe and A. G. Hinn; to do a general wholesale and grain commission business. An office has been opened in the Neil P. Anderson Building, with Harry Johnson as mgr. Mr. Johnson has been connected with the grain business in this market for a long time.

#### UTAH

Ogden, Utah—The Sperry Flour Co. is installing the machinery for its new mill unit here, which will double the capacity of the plant. It will start operations early in the summer.

#### WISCONSIN

Cedar Grove, Wis.—The Farmers Co-op. Cltr. burned early in February.

Amery, Wis.—Fred Route has installed a No. 1 belt drive Haines Feed Mixer.

Roberts, Wis.—The Roberts Cltr. Co. recently installed a feed mill for commercial grinding.

Cameron, Wis.—The Northern Supply Co. recently installed a No. 1 belt drive Haines Feed Mixer.

Stockton, Wis.—We recently put new machinery in our feed mill and changed from gasoline to electric power.—H. W. Breitenstein.

Deer Park, Wis.—Leo A. Eiden just installed a 22-inch Monarch Attrition Mill powered by two direct-connected 20-h.p. Westinghouse Motors.

Rice Lake, Wis.—A. A. Bergeron has one of the largest elevators in upper Wisconsin at this point, and has recently bot branch establishments at Haugen and at Cameron.

#### MILWAUKEE LETTER.

Several memberships sold last week at prices from \$900 to \$950.

Joseph Friedland and Armin F. Jaeger have been elected members of the Chamber of Commerce.

Pynchon & Co., brokers, have moved to larger quarters in the Guaranty Building. John P. Eisenmann is the local mgr.

W. A. Hottensen has been appointed chairman and member of the business conduct comitee in place of H. M. Stratton resigned.

J. L. Bowlus, mgr. of the traffic department for the Chamber of Commerce, and Miss Hazel R. Nicholson of Milwaukee, were married on Feb. 23.

The comitee working on the organization of a stock market in connection with the Chamber of Commerce has recommended that the proposed market be equipped to quote New York and Chicago stock market quotations and to list Milwaukee and Wisconsin securities.

#### Grain Claims Bureau, Inc.

Box 687, Station A. Champaign, Ill.

Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Brandt  
Aud. and Treas.  
Champaign, Ill.

Harry J. Berman  
General Counsel  
Chicago, Ill.

## Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

**LEVY ON CROP INSUFFICIENT WITHOUT POSSESSION.**—Unless officer levying attachment upon real property commits trespass, takes possession of lands for purpose of gathering crops, or sells the crops in ungathered state, the levy is insufficient, and no lien is created.—*First Nat. Bank of Littlefield v. Cooper*. Court of Civil Appeals of Texas. 12 S. W. (2d) 271.

**CARRIER LIABLE FOR DAMAGE DUE TO DELAY.**—Where carrier is guilty of some negligent act or omission without which, notwithstanding fault of shipper, loss would not have occurred, it is liable. Where goods were delivered to carrier in good condition and by it to consignee in bad condition, carrier has burden to prove that damage was due to cause for which it was not responsible even tho goods were perishable in nature, in absence of stipulation to contrary in B/L.—*Saliba v. N. Y. Cent. R. Co.* Supreme Court of Vermont. 144 Atl. 194.

**RAILROAD CO. LIABLE FOR DELIVERY ON WRONG B/L.**—Where B/L presented when delivery of shipment was requested was not bill under which shipment was made, and bill presented was to shipper's order and was not indorsed, railroad acted without warrant of law in making delivery, and made itself liable to any one having right of property or possession in goods, including shipper, under Uniform Bs/L Law (Act No. 94 of 1912) §§ 12, 13.—*R. B. George Machinery Co. v. New Orleans. T. & M. R. Co.* Supreme Court of Louisiana. 119 South. 432.

**FOUR-YEAR LIMITATION ON CLAIMS.**—Complaint by shipper against carrier, alleging delivery to carrier issuing thru B/L, and under duty to transport shipment to destination, and that carrier or its connecting carrier agents failed to deliver shipment, but negligently wrecked same, filed before expiration of four-year period of limitations, was sufficient to allege connecting carrier, causing damage, acquiesced in thru B/L and to stop running of limitation.—*Houston & T. C. R. Co. v. Clement*. Court of Civil Appeals of Texas. 10 S. W. (2d) 400.

**CANCELLATION MUST BE PROMPT.**—Under contract for purchase of bags of corn chops providing that, if buyer failed to furnish shipping instructions as provided, seller could cancel, terminate, or extend contract, seller, if desiring to exercise option, was under same duty to act promptly after right accrued and give notice to buyer of its decision as rested on buyer, and, on failure to give notice or take any action, it is presumed that seller did not desire to cancel or terminate contract.—*Meyer Milling Co. v. Baker*. Springfield Court of Appeals, Missouri. 10 S. W. (2d) 667.

**CAN NOT GET LOWER LOCAL RATES BY RECONSIGNING.**—Shipper held not entitled to receive benefit of intermediate local rates, which in the aggregate were less than the interstate rates having the approval of the Interstate Commerce Commission, by device of consigning and reconsigning, where it was intention from the beginning to make a thru interstate shipment, in view of Interstate Commerce Act, §6, as amended by Act June 29, 1906, c. 3591 (49 USCA §6), notwithstanding sections 4, 13, as amended, embodied in Transportation Act (49 USCA §§ 4, 13), providing that it shall be unlawful to charge thru rate which is higher than combination of local rates.—*Marshall Mfg. Co. v. Texas & P. Ry. Co.* U. S. Circuit Court of Appeals. 29 Fed. (2d) 660.

**ACCEPTANCE NOT INVALIDATED BY ADDITION OF IMMATERIAL WORDS.**—That defendant's order called only for sudan grass seed, while plaintiff's letter, pleaded as acceptance of order, stated that plaintiff had booked order for "alfalfa and sudan grass seed," held not such variance from order as to make it fall short of an acceptance, under general rule that acceptance, to be effectual, must be identical with offer and unconditional; acceptance not being conditional because acceptor adds immaterial words.—*Barteldes Seed Co. v. O. B. Fox*. Supreme Court of Oklahoma. 273 Pac. 258.

**SHIPPER ALONE CONTROLS CAR MOVEMENT.**—One ordering car alone had right to require carrier to make out B/L and forward car according to his instructions; contracts for interstate carriage of goods being no longer matters of private contract between carrier and shipper. Where wholesaler, contracting for purchase of hay from farmer, gave written order to carrier to have car set aside for shipment, farmer who loaded the car, expecting to receive payment, held not entitled to recover from carrier for breach of alleged agreement with station agent not to forward hay to its destination, since carrier was bound to follow shipper's instructions, and was not bound by contract with plaintiff, tho shipper failed to pay for hay.—*Wirsch v. Chicago, M. & St. P. Ry Co.* Supreme Court of Wisconsin. 222 N. W. 232.

#### Order Good Until Canceled.

Flynn Bros. Grain & Feed Co., St. Louis, Mo., plaintiff, v. Pioneer Warehouse Co., Jacksonville, Fla., defendant, before Arbitration Comite No. 4 of the Grain Dealers National Ass'n, composed of E. W. Crouch, E. Wilkinson and F. E. Gillette.

Under date of Mar. 21 Flynn Bros. Grain & Feed Co. sent a circular to the trade offering a car of wheat at a price, and stating that the Pioneer Warehouse Co. would show samples and accept orders subject to the stock then in store being unsold.

Flynn Brothers Grain & Feed Co. in a circular to the trade mailed April 18, materially advanced these prices. Flynn Brothers state that they mailed a copy of this circular to the Pioneer Warehouse Co., but the Pioneer Warehouse Co. disclaims ever having received this circular advancing prices and acting under instructions of Exhibit No. 1, it closed out this wheat and paid for it at the prices stipulated in the Circular of March 21, less their storage charges.

Flynn Brothers Grain & Feed Co. did instruct the Pioneer Warehouse Co. to wire it of any sales, but did not instruct it to wire for prices prior to effecting sales or making deliveries.

While it is no doubt true that Flynn Brothers Grain & Feed Company did intend to notify Pioneer Warehouse Co. of advances in these prices, certainly the obligation rests upon it to know that these instructions had reached the defendant and that the defendant had due notice of the increased prices. Since the evidence indicates that the Pioneer Warehouse Co. acted in good faith, under the instructions shown by exhibit No. 1 in this case, it certainly fulfilled its obligations and could not be held liable for advancing markets, concerning which it had no information.

We find for the defendant and assess the costs of arbitration against the plaintiff.

# Field Seeds

ALVA, OKLA.—Farmers of this territory met here on Feb. 14 to organize a Better Seed Ass'n.

KANSAS CITY, MO.—Andrew & Burri Seed Co. has been incorporated here with capital stock of \$21,000.

PLYMOUTH, ILL.—L. E. Huey Seed Co. has moved into larger quarters and added new machinery to its facilities.

BAUDETTE, MINN.—The Lake of the Woods Cloverseed Marketing Ass'n plans installation of a seed cleaning machine.

PETERSBURG, IND.—A new warehouse is being erected here by Floyd Gladish, who plans to enter the seed and grain business.

PHILADELPHIA, PA.—The Moore Seed Co. has moved into its new warehouse where it has improved facilities for doing business.

FORTY-SIX seed dealers in nineteen States have been authorized by the Department of Agriculture to issue verified origin seed certificates.

GRAND FORKS, N. D.—T. J. Smith will build a 25x165 ft., 2-story, brick seed house on the present site in the spring. The old building will be wrecked.

LOUISVILLE, KY.—Henry T. Jefferson, 88, vice-pres. of the National Seed Co., died recently at his home here. He is survived by his wife, four sons and a daughter.

MIDDLETOWN, N. Y.—A special meeting of creditors of Farmers Service Co., Inc., was called last week by Augustus W. Bennett, referee in bankruptcy, to pass upon the application of the trustee for permission to sell the private property on sealed bids.

## Directory Grass and Field Seed Dealers

### AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

### CHICAGO, ILL.

Johnson, Inc., J. Oliver, field seeds.  
Kellogg Seed Co., John L., field seeds.

### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

### KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

Tobin-Quinn Seed Co., Missouri Blue Grass.

### LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

### LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

### MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.

Minneapolis Seed Co., field seed merchants.

### ST. JOSEPH, MO.

Mitchellill Seed Co., wholesale field seeds.

### ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.

Mangelson & Bros., Ed. F., wholesale field seeds.

FARGO, N. D.—The annual meeting of the North Dakota Grimm Alfalfa Ass'n renamed Edgar I. Olsen as manager and elected W. F. Moore, pres.; Jalmer Herre, vice-pres.; and J. H. Sheppard, sec'y-treas.

FORT DODGE, IA.—Its branch office and warehouse has been opened here by Northrup, King & Co. for the 1929 season. A. F. Buckles, who has been connected with the seed house for some years, is in charge.

SIOUX FALLS, S. D.—The new 40x100 ft. building built for Gardner Bros., seed dealers, is now in use by them. The structure has an office and display room in the front and storage and machinery in the back.

LINCOLN, NEB.—The annual meeting Nebraska seedsmen held last Feb. 4, recommended formation of the Nebraska Seed Council to be made up of seedsmen, farmers and members of the Nebraska State College faculty. Its purpose will be improvement of seed thru educational efforts.

MILWAUKEE, WIS.—Attempts of the city garden commission to enter into further competition with seed stores, florists, gardeners and nursery men in the sale of seeds have been forestalled by the finance com'ite of the Common Council, which refused to grant a requested \$5,000 appropriation.

NEW ORLEANS, LA.—Chris. Reuter, head of the Reuter Seed Co., passed away Feb. 5 at the age of 68. He was one of the pioneer seedsmen of New Orleans. Mr. Reuter is survived by his four sons, Louis, who is pres. of the American Seed Trade Ass'n, Chris., Jr., Richard and James.

MADISON, WIS.—Agronomists of the Wisconsin College of Agriculture are urging farmers to treat seed oats for smut before planting the 1929 crop, claiming the 1928 season was unusually favorable for the development and spread of the disease and a great deal of seed is liable to be infected.

HOW to know frozen seed wheat and the poor results that may be expected to result from planting it is given in detail on pages 172-3 in the Feb. 10 number of the Journal. This is illustrated with reproductions of the grains under discussion and will prove very helpful to those interested in this subject.

SAN FRANCISCO, CAL.—A new seed plant has been completed on a three-acre tract in the Bayview Industrial District, for D. M. Ferry & Co. It has four floors and provision for addition of another floor and other expansion is made. The new plant is fully equipped with all modern machinery for the efficient handling of garden and field seeds.

FAIRFAX, MINN.—A new variety of corn has been developed by Steve Csukker, a local farmer, who began his experiments in 1926 by crossing Minnesota No. 13 with Wimble's Yellow Dent. During the last season he found the new cross, for which he is seeking a suitable name, ripened two weeks earlier than any other variety on his farm and produced 60 bus. to the acre against a maximum of 45 for other types.

WESTERN TRUNK Line Docket 6776 before the Standing Rate Com'ite seeks transit privileges on seeds at St. Louis, Mo., for the purpose of inspecting, weighing, grading, cleaning, picking, drying, sacking, storing, cracking and splitting. Permission is sought to stop seeds at St. Louis when originating at Wabash railway stations west of the Mississippi river and reshipped to stations on the Wabash east of the Illinois-Indiana state line.

NEW YORK, N. Y.—I. L. Radwaner Seed Co., Inc., has obtained a long time lease on a warehouse in downtown New York where it will be better situated and equipped for handling wholesale grass and field seeds.

SUPPLEMENT No. 14 to Trans-Continental Tariff 3Y, effective last Jan. 1, followed the proposal of the Trans-Continental Freight Buro and increased from two to seven cents per cwt. the rates on alfalfa seed and clover seed, originating at points in Utah south of Salt Lake City and shipped to Eastern destinations.

COMPLAINTS docketed as I. C. C. 21655 and I. C. C. 21655 Sub. 1, allege present rates on sweet clover seed from producing sections in South Dakota are unreasonable and unjust when compared with published rates from producing sections in North Dakota and Minnesota and are a violation of Sections 1 and 3 of the Act. The Commission is asked to remove the discrimination.

THE NORTHWEST North Dakota Development Ass'n, co-operating with the Greater North Dakota Ass'n, is campaigning for more alfalfa in northwestern North Dakota. A series of 25 meetings are being held at various points with the distribution of 30,000 lbs. of alfalfa seed as their objective. The campaign is following that of last year when an equal amount of registered Grimm seed was sold at cost to 750 farmers in this section.

THE LESS than carload rate on soybeans, velvet beans and cowpeas was raised from tenth class to sixth class basis in supplement No. 18 to Consolidated Classification No. 5, effective last Feb. 1. The original proposal contemplated increase of these rates to fourth class basis, but the compromise was reached on intervention of the traffic com'ite of the Farm Seed Ass'n of North America and the American Seed Trade Ass'n, co-operating with the Southern Seedsmen's Ass'n.

A BETTER SEED Train will start Mar. 6 over the New York Central lines in eastern and southern counties of Michigan, and continue for 12 days, visiting 26 towns. Cars will carry specimen displays of various adaptable varieties of all leading crops, including certified oats, beans, alfalfa, corn and potatoes. Specialists from the Michigan State Agricultural College will be in charge and prepared to assist farmers in selection of seed for more profitable production.

## SEED BARLEY

*Carefully Selected  
Thoroughly Recleaned*

On account of the poor average quality of the 1928 Barley Crop, it is essential that Barley used for Seed this Spring should be selected with great care and cleaned thoroughly.

Write or wire for samples and prices. We can ship in bulk or sacks, carloads or L. C. L.

**ALBERT SCHWILL & CO.**  
GRAIN DEPARTMENT

309 S. La Salle St. Chicago  
also shippers of  
FEED BARLEY CORN OATS

APPLICATION of seed ass'n for a third class rate on garden seed in Southern Terri-  
tory has been granted and this reduction from  
second class, which means a saving in freight  
charges of about 15%, will soon be published.  
KENTLAND, IND.—A new 4-story seed-  
ware warehouse has been built by the Ains-  
worth-Boon Seed Co. to replace the one that  
burned May 30. It is a frame building and  
equipped with all modern seed cleaning equipment,  
including a Jay Bee Hammer Mill with a  
magnetic separator in the feed chute. A fire  
resistant boiler room is built separate from the  
warehouse and a controlled heating system is  
used on each floor with motor driven fans to  
circulate the air.

UNIVERSITY FARM, St. Paul, Minn.—  
Minnesota pure seed interests carried thru a  
program last year which culminated in the selec-  
tion and recognition of 10 leading seed men,  
who were awarded medals and titled Minnesota  
Premier Seed Growers. The recognition  
ceremony was part of the program at the annual  
banquet of the Minnesota Crop Improvement  
Ass'n, held at University Farm, during the  
Farmers and Homemakers Week Short  
course. The 10 premier seed men are H. P.  
Anson, Freeborn county; C. L. Blanchard,  
Martin county; J. W. Evans, Chippewa county;  
A. A. Flaat, Polk county; F. E. Lindsley,  
Murray county; C. H. Lien, Stearns county;  
A. Marsh, Redwood county; A. A. Riedesel,  
Cottonwood county; H. C. Lau, Redwood  
county; Gust Tilberg, Polk county.

Low grade raisins are being thrown into  
the list of feed ingredients. An estimate  
given out by G. E. Gordon, dairy feed spe-  
cialist, California State Extension Service,  
says about 20,000 tons of low-grade raisins  
will be available for cattle feed this year. Due  
to the laxative action not more than 8 or 10  
pounds a day can be fed to a cow. Sheep fatten  
on them. The feeding value is about three-  
fourths an equal weight of barley.

## GRAIN DRIERS for COARSE GRAINS, SEED CORN, BEANS, PEAS, ETC.

## ROTARY DRIERS for MEAL, GRITS, STERIL- IZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to  
correspond with you.

**ELLIS DRIER WORKS**  
Division G. L. M. Corp.  
1223 S. Talman Ave., Chicago  
210 N. 13th St., Philadelphia, Pa.

### Treat Seed for Smut.

The Northwest Crop Improvement Ass'n, co-operating with four state agricultural colleges, railroads, the federal government and other interested agencies, will soon begin its 1929 smut campaign. A man has been placed in charge in each of the four states, Minnesota, North Dakota, South Dakota and Montana and concentrated efforts will be made in the heavily smutted districts.

The ass'n is scorning careless methods of treating seed, since such methods do not kill the smut spores on the seed. Careful methods and good chemicals are being stressed.

The men in charge are seeking records of results of treating and are encouraging a quality price for smut free grain as an incentive to greater effort on the part of the individual farmers.

### Low Rates for Seed in Canada.

The seed freight rate in Canada is about one-quarter that of the first class freight rate, but the low rate is carefully restricted to seeds of quality.

The railroad station agent must be handed a certificate, either a Canadian Seed Growers Ass'n tag attached to each bag, a certified seed tag of the Dominion Seed Branch on each bag, before shipment, or in the case of commercial seed of grades Nos. 1, 2 or 3 a tag issued by the shipper showing name and address of seller, kind and variety, when known, grade, the control sample certificate or the seed inspection certificate letter and number, as well as a farmer's certificate.

The Canadian railroads are trying to encourage the planting of seed that will produce a large crop of good quality in hope of increasing the farmers buying power.

### Good Seed Cars Touring Manitoba.

Good seed cars, supplied, equipped and moved from point to point by the Canadian National and Canadian Pacific railways, are touring Manitoba in the interests of pure seed and higher production of Manitoba's agricultural products. The seed branch of the Manitoba Department of Agriculture, the Dominion Department of Agriculture and the Manitoba Agricultural College share in operating these cars, making demonstrations and giving lectures at each stop.

The project consists principally of lecture cars, a part of which are devoted to demonstrations and exhibits of seed grain, grasses, clovers and corn, and carrying a small supply of these seeds for sale.

The Canadian Pacific lines also carry a poultry car, with exhibits relating to poultry raising, in charge of a poultry expert who lectures on possibilities and problems of this industry.

### Oswego Grain Rate Case.

Further arguments in the famous "ex-lake" grain rate case which the city of Oswego, N. Y., brought against the railroads, were of no avail, the Interstate Commerce Commission deciding as it had before, against the carriers.

The former report of the Commission declared the ex-lake rates on grain and grain products from Oswego, N. Y., to New York City, maintained by the New York Central and the Delaware, Lackawanna & Western railroads, were unduly prejudicial and preferential in relation to rates on the same commodities from Buffalo, N. Y., to New York City. The case, reopened upon petition of the carriers, brought to light no evidence to discredit this decision.

The point brought up in the rehearing was that during 1927 approximately 75% of the ex-lake grain transported from Buffalo to New York was Canadian grain in bond, whereas that from Oswego was not. The Commission said that under Section 3 of the Act it is unlawful to give undue preference to any particular locality "in any respect whatsoever."

### Transportation's Relation to Production.

RUSSELL EAST, AGRICULTURAL AGENT, PENNSYLVANIA RAILROAD BEFORE INDIANA FARMER GRAIN DEALERS ASS'N.

Development of modern transportation and communicating facilities has had a far reaching influence on American agriculture, which has resulted in production and marketing changes. The increase in per capita wealth in this country during the last quarter of a century has resulted in an increase in purchasing power on the part of a large proportion of the American people.

In the old type of agriculture the farmer was producing primarily for a local market. In the present commercial type agriculture the farmer is producing largely for a distant market and the primary objective of his farming is the market.

One of the contributing factors to the success of business in America is the fact that business men have guided industry and commerce along the lines which were most efficient and productive. It is those methods in organization and operation that we need to apply to American agriculture.

The trend in marketing is the same as the trend in transportation, in that larger units are being developed, larger volume is made possible thru more efficient operation and the employment of a higher type of personnel.

Organized efforts in production are a necessary forerunner of marketing. Every man owes something to his community and the least he can do is to conduct his farming operations so that he does not jeopardize the returns from his neighbor's farm because of inferior production. Cleaning up diseases in wheat must be done in a cooperative way. Cooperation in the selection of varieties of wheat best suited to local conditions will tend to develop a standard quality. This will make possible a better price and purer strains of the variety can be kept in the neighborhood for a long time. Allowing diseases to spread can eventually put a community out of growing wheat as it has nearly done in several of our Atlantic Coast states.

I have always believed that transportation was part of production. It does no good to produce unless the products can be moved to points of consumption.

We must have surplus production on farms, mine and factory, alike; living standards are never advanced except by production of surpluses. But a surplus is of no value unless it can be moved from producer to consumer. This makes transportation necessary. History does not reveal prosperous nations that did not build roads and ships and keep pace with transportation needs.

Transportation in America is enormous. At New York, the Pennsylvania railroad has floating elevators which are moved around by tugs in the harbor. Cars of grain are run onto car floats or ferries and these are pulled out into the harbor where they are dumped into the floating elevators and transferred directly into the ship's hold.

It is only recently that the handling of wheat thru the New York harbor has been on a very large scale. There are more than 175 car floats, holding from 6 to 12 cars each in use by the Pennsylvania railroad alone.

It requires about 700 cars of perishable food-stuffs each day to supply the needs of New York City. They go an average of 1,500 miles to get their fruits and vegetables, and an average of 250 miles to get their fresh milk supply.

Without transportation cities like Chicago and New York could not exist longer than 48 hours without being devoid of perishable food-stuffs. Transportation is of utmost importance to us in our daily life and the demands today are increasing more rapidly than is our population.

Charles H. March, of Litchfield, Minn., has been appointed to the Federal Trade Commission and his appointment has been confirmed by the Senate. He takes the place of Abraham F. Myers who recently resigned.

Durum wheat prices will probably continue relatively low, unless the acreage in the United States is materially curtailed or production in other competing countries reduced.—Bur. of Agricultural Economics, U. S. D. A.

New South Wales is the only Australian state with a bulk handling system for wheat. A 6,000,000 bu. terminal elevator at Sydney is operated in conjunction with 84 silos located at country stations. The government plans to add eight or nine country plants every year and thereby get away from bags.

## Insurance Notes.

AN ELEVATOR OPERATOR at Bradshaw, Nebr., had an exciting experience one day recently. A grain truck was "hoisted" while the motor was running. Oil ran down over the hot exhaust pipe, ignited, and dropped to the driveway floor and into the dump. It required quick work to save the elevator. *Never dump a truck with the motor running. Keep a carbon tetrachloride extinguisher in the driveway for use on motor fires.*—Our Paper.

## Grain Dealers Fire Insurance Statement.

The 26th annual statement of the Grain Dealers National Mutual Fire Insurance Co., Indianapolis, Ind., as of Dec. 31, 1928, shows \$207,122,591 worth of insurance in force. In available assets the company has \$2,529,259.27, divided into cash in banks, government bonds and certificates, first mortgage loans, real estate, uncollected premiums, accrued interest.

Reserves for liabilities total \$1,250,732.34 in estimated unadjusted losses, taxes, miscellaneous small debts and commissions, unearned premiums, special voluntary reserve. This leaves the company a surplus of \$1,278,526.93.

## Millers National Insurance Statement.

The 53rd annual statement of the Millers National Insurance Co., Chicago, made on Dec. 31 last, showed the company had total admitted cash assets of \$5,502,475.01, made up of bonds, stock, 1st lien real estate mortgages, real estate, cash in bank and on hand, premiums in course of collection and accrued interest on investments.

The liabilities totaled \$2,838,583.36, divided into unpaid losses, including all reported or supposed losses, the re-insurance reserve required by law, guarantee deposits, reserve for federal, state, county and municipal taxes and accrued commissions and expenses.

The company has a cash surplus, including the \$500,000 permanent fund, of \$2,663,891.65. Risks in force on Dec. 31 were \$506,523,301, an increase for the year of \$28,505,963.

## Mill Owners Mutual Report.

The 54th annual report of the Mill Owners Mutual Fire Insurance Co. of Iowa, Des Moines, Ia., made to and including Dec. 31, last, showed assets totalling \$2,843,336.25 in 1st mortgage farm loans, bonds, real estate, cash in banks and office, premiums in course of collection, cash in hands of agents and departments, interest and rents due and accrued, and miscellaneous.

Liabilities totalled \$1,504,353.52 in losses in process of adjustment, reserve for unearned premiums, accrued taxes, accrued commissions and expenses, non-admitted assets and reserve for contingencies. The permanent fund is \$200,000 and the cash surplus to policy holders, \$1,338,982.73.

Income from premiums, interest, rents and other sources during the year was \$2,169,116.50; disbursements were \$1,918,386.35, leaving income over disbursements of \$250,730.15.

## Western Millers Mutual Report.

The 46th annual report of the Western Millers Mutual Fire Insurance Co., Kansas City, Mo., Dec. 31, 1928, showed assets of \$685,994.73 in bonds, cash, accrued interest, accrued premiums, due from premiums and agents' balances.

The liabilities totalled \$235,994.73 from losses in process of adjustment, reserve for taxes and expenses, reserve for reinsurance, deposit premiums and membership fees, and reserve for contingencies.

The permanent fund is \$100,000, the surplus in cash, \$350,000. Income from premiums and interest was \$459,695.79; disbursements, \$413,349.03; income over disbursements, \$46,346.76.

## Pennsylvania Millers Mutual Report.

The 42nd annual statement of the Pennsylvania Millers Mutual Fire Insurance Co., Wilkes-Barre, Pa., as of Jan. 1, showed assets of \$1,818,248.08 in Liberty bonds, federal land bank bonds, Dominion of Canada bonds, state, county, municipal and school bonds, railroad and public utility bonds, accrued interest, due from premiums and agents' balances, and cash in banks and office.

Liabilities totalled \$111,989.53 in losses reported and outstanding, reserve for unreported losses, reserve for taxes, expenses and contingencies. The reserve for reinsurance, as required by law, is \$409,592.08 and the surplus assets over liabilities, \$1,296,666.47.

Risks underwritten on Jan. 1 totalled \$78,051,060.

## The Hazard in Thoughtlessness.

BY TATTLER.

I once saw a boy of 17, who had recently acquired the cigarette habit and more recently acquired a single-cylinder motorcycle of which he was justly proud, standing at the tank of a filling station getting some gas which would enable the machine to resume operation. A lighted cigarette hung between the lad's lips, almost forgotten while he was engrossed in filling the tank on the motorcycle. As the gasoline gurgled into the tank he leaned closer that he might be better able to tell when it was full enough, and tried to peer into the opening of the tank. The lighted end of his cigarette had come to within 15 inches of the opening when an attendant noticed the lad and called his attention to the cigarette.

The boy straightened up in a hurry, suddenly realizing how close he had been to causing an explosion which would have brought disastrous results. He threw the cigarette to the ground and crushed the lighted end under his heel before completing filling the tank on his motorcycle.

Such thoughtlessness on the part of a 17 year old boy might be pardonable. People don't expect very much forethought in him. But similar carelessness on the part of adults is not so easily forgiven.

The case in mind is that of a Tennessee mill owner who, with the aid of a helper, was engaged in removing a gasoline engine from its base in the engine house, and replacing it with an electric motor. The engine had been removed from its concrete base, preparatory to setting the motor, when the helper asked for a light. The proprietor struck a match, which he later dropped to the floor. But when he dropped it he failed to make sure the match was extinguished.

Immediately afterward he picked up a nearby bucket of gasoline and poured it on the concrete engine base in order to clean off the grease. There was a sudden flash. The proprietor and his helper leaped to safety as the first bellows of black smoke started to pour from the open door of the engine house. The mill was on fire.

Energetic use of a chemical fire extinguisher and buckets of water was insufficient to bring the flames under control. In a few moments the entire plant was ablaze and in a few hours only the charred and smoldering remains marked the place where the mill had stood.

Most fires are preventable. The exercise of due caution and foresight would keep most buildings that burn intact.

Insurance rates are already high enough. It is only the reduction of fires on the part of those insured that can reduce insurance costs.

**Moscow, Russia.**—Rationing of bread for the population of Moscow is being planned by the Soviet authorities, according to a Russian cable. Such rationing is in effect in several Russian cities. The measure is intended to eliminate the practice of peasants and farmers going into the large cities to purchase bread for cattle food, which is said to be one of the causes for the scarcity.

## Furfural from Oat Hulls and Corn Cobs.

Rudolf A. Clemen, an economist and scientist of long experience in the industrial field, and assistant director of Armour's Live Stock Buro, Chicago, read a paper before the faculty of the College of Agriculture of the University of Illinois, in which he covered thoroughly our present knowledge of "The Possibilities of Developing New Industrial Markets for Farm Products." On the utilization of corn cobs he said:

The development of new processes is a difficult matter, and according to certain investigators chemical manufacture of farm wastes sounds better than it looks. As yet there is much speculation, but in many cases not much in the way of definite results. However, the manufacture of furfural is significant of the possibilities, altho we will not be able to develop this product fully until the chemists find out a great deal more about the uses of furfural than they know now.

Furfural is a limpid, clear-looking liquid which can be produced from corncobs. About 1861 a scientist discovered that if he distilled bran with acid he got a liquid. He called it furfural. But the furfural was used for nothing. About 1909 Professor Stone of Purdue University distilled corncobs with acid and found that he could get furfural out of them. In a commercial study of it, scientists at Ames developed the "acid" method of producing it. About the same time there was developed a water hydrolysis method. Corncobs contain pentosans. Certain cereal manufacturing specialists, who have tested a large quantity of oat hulls thru their research division, the Minor Laboratories, began a study of the commercial production of furfural.

When the first experiments on furfural were made, if one could have bought a pound one would probably have paid \$100 for it. Today in Cedar Rapids in the state of Iowa, the world's only plant is in operation and is making over 5,000 pounds a day. For about a year it did a land-office business in giving this product away. When any use was suggested, the manufacturer donated the material to have it tried out. It was a generous and expensive policy, but the selling curve was trailing after the giving curve. Today the plant is making a profit and is an established industry in the state.

As yet we have hardly touched the possibilities of the uses of furfural. There is five times as much furfural production possible from the corncobs in the corn belt as there is by-product coal tar in the United States.

Furfural is an aldehyde and it is claimed will function as well as formaldehyde, generally speaking. We can embalm with furfural. It is likely to be found a splendid anti-knock compound for automobiles. It has a great many uses already and new uses are continually being found for it. It is more interesting and more potential than the magic coal tar, according to Dr. O. R. Sweeney, of Iowa State College. One experimenter has actually taken this material and made medicine from it which is a local anesthetic. It will be a superior raw material for innumerable organic syntheses. For example, dyes of good color have been produced from furfural. The largest commercial application of furfural so far developed has been in the manufacture of molding resins and compounds, and an interesting method of obtaining furfural-phenol resins has been developing. In this process the resin is obtained as a by-product from the preparation of cellulose from wood, wood waste, paper waste, etc.

**Cost of Collection Involved.**—A consideration of these products leads to a discussion of the third requirement on which agricultural by-product development is based; namely, the need of adequate supplies of the waste of raw materials, gathered in one place or capable of being collected at a sufficiently low cost.

Furfural, for example, can be made from corncobs or from oat hulls. It is made from oat hulls. Why? Corncobs would seem more plentiful than oat hulls, and the first research work on furfural was done with corncobs. Furfural is made from oat hulls because there was a point at which oat hulls as a waste from another manufacturing operation were already assembled in quantity. As a by-product in the preparation of rolled oats, it was possible for one of the large cereal companies to make the cost of the raw material for furfural a mere matter of bookkeeping. Some disposition had to be made of the hulls and they were a poor fuel. The output of furfural is still only a few tons per day, but the demand for it is growing, and the advantages are with the company which was first in the field.

Several who have investigated the problem are sure corncobs could be collected at any one of several points in a quantity sufficient to support a commercially successful furfural plant, but as yet this has not been done.

# FIRE



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

Carbondale Fire Protection Co.  
Carbondale, Penn.

Supply Trade

CHICAGO, ILL.—Geo. H. Meyers was fined \$5,000 Feb. 19 for violating the anti-trust law in levying tribute on manufacturers who shipped ready-glazed cabinets into Chicago, so he has been collecting 10 per cent on the contract price of glazing done, by threatening to call a strike of the glaziers if denied his right.

AN ITALIAN grain drier is described as comprising three conical forms one above the other. The top one acts as a hopper, the bottom one as a discharge spout. Drying is done in the middle cone, which is inverted and has double walls of wire gauze and is the receiver of controlled heat which does the drying. Large scale operations may include several of these devices.

MINNEAPOLIS, MINN.—Grain elevator operators who are desirous of getting greater capacity out of their elevator legs will find it to their advantage to learn more of the Gerber Double Distributing Spout which is described in detail in Catalog H-3 recently issued by James J. Gerber. This catalog also gives information relative to the Gerber line of grain elevator equipment.

SILVER CREEK, N. Y.—The S. Howes Co., Inc., has just issued its bulletin No. 82 which describes in detail the Eureka Combined Machine for cleaning corn and small grains. It is claimed that with this machine corn with cobs can be handled direct from the sheller and the machine can be used to reclean corn, wheat, barley, oats and other grain without changing screens. Grain elevator operators should acquaint themselves with complete details of this machine by sending for and reading this bulletin.

Webster Cog Belt Drives.

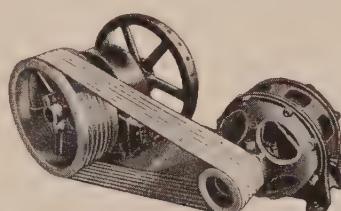
The Webster Cog Belt Drive for the transmission of power also acts as a speed reducer. This drive consists of a grooved driving pulley in the grooves of which is run a belt of trapezoidal cross section.

Each pulley groove is shaped like the letter "V," either coming to a sharp point at the bottom or being cut off just above this point to give a small flat base to the groove.

The power transmitted is accomplished by the wedging action of the belt section between and against the sides of the pulley groove. The belt is designed to ride between the sides of the groove, but never to touch the bottom or base of the groove.

The three prime sections—Compression, Tension and Neutral, are correctly placed in the belts through a patented built-up unitized construction, each belt is individually die-cut from the whole and templated, forming a raw edged, non-glazing contact service of great gripping power. The entire belt is made with one vulcanization, regardless of length, no sectional vulcanization being used.

The Webster Cog Belt Drives are said to have the following advantages: smaller pulleys and extremely short center to center distances possible without the use of idlers, exact speed ratio maintained through greater gripping power, no slip, unaffected by dust or moisture laden atmosphere, absorb the shocks



Webster Cog Belt Drive.

of power suddenly applied through the "Seating" action of belts in grooves, no vibration transmitted between driving and driven machines.

Due to long life, belt replacement extremely infrequent. No lubrication or dressing necessary, pre-stitched construction and correct mechanical design eliminate necessity of frequent "Take-ups."

Its sturdy construction, greater flexibility and cool running efficiency, is said to result in long life.

No oil or grease to leak or collect dust, also great gripping power permits less tension, therefore there is no belt sagging. It is recommended wherever quietness is essential.

The drives are manufactured by the Webster Mfg. Co., who will gladly send descriptive circular on request.

Bean meals have been tried out in Scotland by Dr. McCandlish of the West Scotland Agricultural College. The experiment conducted over a period of four years included meals from Chinese, Sicilian and White Rangoon beans as well as the native product. Dr. McCandlish was convinced bean meal is a valuable feed, particularly for dairy cows, though he considered the price in Scotland too high for economy.

Columbia Basin Wheat Conference.

The Columbia Basin Wheat Conference was held in three day sessions at Arlington, Ore., on Feb. 11, 12 and 13, under the auspices of the Eastern Oregon Wheat League and the Oregon State College Extension Service.

The program included federal and state crop outlook reports, market news service, weed control, farm relief legislation, development of a barge line on the Columbia river, committee reports, and consideration of warehousing and insurance.



Panama-Pacific Export Elevator, Ogden Point, Victoria, B. C.

A New Modern Canadian West Coast Export Elevator Equipped with  
**HESS GRAIN DRIER**

The World's Largest and Finest Elevators use the  
**HESS DRIER**

**HESS WARMING & VENTILATING CO., 1207 So. Western Avenue, Chicago, Ill.**  
**HESS DRIER CO. OF CANADA, LTD., 68 Higgins Ave., Winnipeg, Man.**

# Feedstuffs

WATERTOWN, N. Y.—A. H. Herrick & Sons Co. have their new molasses plant in operation.

FULTON, KY.—Machinery for the manufacture of concentrated feeds is being installed in the plant of the Browder Milling Co.

SPRINGFIELD, MO.—The Missouri Farmers Ass'n plans construction of a large new feed mill at this point in the early future.

VLANDALIA, O.—The Country Feed Mills are installing crushing and feeding equipment furnished by the Sidney Grain Machinery Co.

ILIFF, COLO.—Plans are under way for reopening the alfalfa mill here which has been closed for the past two years following a disastrous fire.

CISCO, TEX.—The Bankhead Feed Mill & Gin Co. is now under the management of J. F. Thornton of Big Spring, who succeeded the late D. J. Moss.

ST. LOUIS, MO.—Anheuser-Busch, Inc., is installing a new \$1,000,000 power plant to drive the machinery in its feed manufacturing and other departments.

SAN FRANCISCO, CAL.—San Francisco received 431 tons of bran during January, compared with 393 tons a year ago.—James J. Sullivan, chief inspector.

BOWLING GREEN, KY.—An additional warehouse for storage of feeds is being built by the Broadway Roller Mills. Plans include installation of a hammer mill.

BUFFALO, N. Y.—Arthur Green, formerly traffic manager for the Pratt Food Co., has accepted a similar position with the McMillen Co., which is building a mill here.

SUNNYSIDE, WASH.—Officials of the Fall City Mill & Feed Co., which recently lost its plant by fire, are planning construction of a new \$30,000 plant on the old site.

ST. LOUIS, MO.—New quarters, formerly occupied by the South Side Trust Co., have been added to the facilities of Anheuser-Busch, Inc., due to increase of business in yeast.

SCENIC, S. D.—A hammer mill with capacity for 3,000 to 4,000 lbs. of alfalfa meal per hour, has been installed by Geo. McGaag, who has made contracts for the preparation of alfalfa meal.

CATTARAUGUS, N. Y.—The James H. Gray Milling Co. has installed a 15-h.p. Fairbanks-Morse Fully Enclosed Self-Ventilated Ball Bearing Motor to operate a Sprout Waldron Feed Mixer.

KANSAS CITY, MO.—A simplex automatic telegraph machine has been installed in the local office of J. P. Parks, feed broker here, by the Postal Telegraph-Cable Co., which will greatly speed up his market service.

COLDEN, N. Y.—The James H. Gray Milling Co. lately installed a 15-h.p. Fairbanks-Morse Fully Enclosed Self-Ventilated Ball Bearing Motor to operate a Sprout Waldron N. 44 Feed Mixer with molasses attachment.

NEW BRIGHTON, PA.—The Mother Hubbard Flour Co. has leased the warehouse here of J. H. Hornbake & Son, from which it will handle mixed cars of flour and feed. Percy Hornbake remains as manager of the warehouse.

MADISON, WIS.—The proposed Wisconsin Senate bill No. 74, which would make it necessary for feed manufacturers to declare percentages of ingredients on the label, is being fought by feed interests, and has been indefinitely postponed.

FARGO, N. D.—The Go-Far Cereal Co. here has installed a Bauer Hammer Mill.

NEW ORLEANS, LA.—The Milam Feed & Milling Co. has been organized here with \$550,000 chartered capital to operate a flour and feed mill. Geo. Milam is pres. of the new firm, which was formerly known as the Milam-Morgan Grain Co.

PINE BLUFF, ARK.—Work on reconstructing the feed mixing department of the Riley Feed Manufacturing Co. here, which was recently destroyed by fire, is about to begin. The replacement program calls for about a \$25,000 expenditure.—PJP.

CHICAGO, ILL.—A meeting of the directors of the United States Feed Distributors Ass'n will be held here Mar. 15 to decide on the future of the organization. The question is whether to merge with the Grain Dealers National Ass'n or continue as an independent group.

PEORIA, ILL.—The American Milling Co. is planning construction of additional warehousing facilities to store 500,000 bus. of soy beans. The new structure will be adjacent to plant No. 1 and will treble the company's soybean storage capacity. Contracts are planned for more than 1,500,000 bus. of soybeans this season.

WASHINGTON, D. C.—When the House Ways & Means Com'ite took up Schedule 15, which is the free list under the present tariff law, L. A. Patten, representing the Quaker Oats Co., opposed the present duty of 20% on cod liver oil cake meal, which he claims, ought to be admitted free.

NASHVILLE, TENN.—Patton, Hatcher & Ahearn have applied for charter of incorporation, with \$30,000 capital stock divided into 3,000 shares, to do a feed and seed business. J. B. Patton, J. F. Ahearn, H. S. Hatcher, John R. Wilson and F. P. Wilson are the incorporators.

GREENBACK, TENN.—The feed mill of the Trigonia-Greenback Mills was totally destroyed by fire on Jan. 31. The oil engine was being taken out and a new electric motor installed. The plant will not be rebuilt. Plans are being considered for construction of a warehouse and small feed mill in its place.

BOSTON, MASS.—It is said that negotiations are pending for the purchase of the feed manufacturing and distributing business of the Charles M. Cox Co., also grain dealers, with headquarters in this city, by the Corn Products Refining Co. The Cox Co. manufactures at Bridgewater, Mass., and at Brattleboro and Montpelier, Vt., besides having a number of feed distributing chain stores thruout New England.

OKLAHOMA CITY, OKLA.—From the heart of a peanut growing and hulling district in southeastern Oklahoma sprung House Bill No. 56, seeking to legalize mixing of peanut hulls with concentrated feeding stuffs. This was passed by the House without giving millers and feed manufacturers or other interested parties an opportunity to voice their protest. A hearing before the Senate Agricultural Com'ite was arranged but said com'ite failed to recognize the arrangement and recommended passage of the bill without listening to the arguments of the objectors. Whereupon the millers and feed manufacturers dropped their efforts, convinced the Oklahoma legislature had no intention of doing otherwise than railroad the bill into a law.

BLANCHESTER, O.—The properties of the Blanchester Coal & Feed Co., which include a flour and feed mill here and a similar plant at Westboro, are now in charge of H. H. Van Meter and H. A. Drake, who bought a controlling interest.

WEST VALLEY, N. Y.—The West Valley Milling Co. has recently completed installation of electric motors, consisting of one 25-h.p. Westinghouse Motor and one 15-h.p. Fairbanks-Morse Motor. Both are of the fully enclosed self-ventilated type. It has also installed a Shaker Shoe and a Sprout Waldron Magnetic Separator to remove tramp iron and foreign matter from stock, and a new corn cracker, similarly protected by the magnetic separator.

THE UNIVERSAL MILLS will expend \$270,000 in a flour mill building, warehouse, elevator and experimental station on a 4 1/2 acre tract recently acquired adjacent our present plant. The new mill will be 8 stories, of re-inforced concrete, 45x96 feet, of 600 barrels capacity, building to be arranged for 1,200 barrels. We will also install a 250-barrel meal mill for manufacturing pearl and cream meal, and additional storage of 200,000 bus., all to be re-inforced concrete construction of the latest

## CHICK - FEEDS

Starting and Growing Mashes  
Emery Thierwechter Co.  
Oak Harbor, Ohio

### SHIPPERS OF

## RED DURUM

Sulphured and Natural Oats  
Barley Buckwheat and other  
grains for poultry feed

ARCHER-DANIELS-MIDLAND CO.

Grain Department

MINNEAPOLIS, MINN.

Elevator Capacity, 2,500,000 Bushels

## SUNFLOWER SEED

New Crop-Recleaned  
Carload or Less Carload.  
Write or Wire for Prices.

J. F. Van Gundy & Son

Room 209 Saffern Bldg.,  
Decatur, Ill.

## BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.



**“COMBINATION” MILLS**  
Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

The N. P. Bowsher Co., South Bend, Ind.

approved design. The contract has not been put for either building or machinery as yet, but will be soon and we hope to have the new plant in complete operation by October.—Gaylor J. Stone, pres., Fort Worth, Tex.

AN ARBITRATION COM'ITE is to be established by the progressive Central Retail Feed Dealers Ass'n, to meet every three months or oftener.—David K. Steenbergh, sec'y, Milwaukee, Wis.

THE CENTRAL RETAIL Feed Dealers Ass'n will hold its annual convention at the Hotel Plankinton, Milwaukee, Wis., on June 5, it was decided by the directors thereof at a meeting on Feb. 12.

WINCHESTER, IND.—A 60 h. p. Miracle Ice Hammer Mill and a 10,000 lb. Cold Process Miracle Molasses Mixing plant has been installed by the Winchester City Mills. The new molasses plant doubles the company's capacity for mixing sweet feeds.

TOLEDO, O.—The Toledo Seed & Oil Co. is installing a soybean mill, and is planning on contracting a large acreage of soybeans in northern Indiana and Ohio during the coming season, to be handled thru the local grain dealers.—Frederick A. Wand, Decatur, Ill.

INGOMAR, O.—The damage done by the January windstorm to the elevator and feed plant of the Mineralized Yeast Mills Co. will probably amount to only \$50, unless the roof needs replacing. Only necessary repairs have been made until the weather permits closer inspection and full repair.

MAKING CATTLE FEED OF SAWDUST is to be undertaken by the Wood Conversion Co., Cloquet, Minn., under a patented process invented by Howard F. Weiss, of the Burgess Laboratories, Madison, Wis. A similar process was recently reported discovered by a German chemist. The acid treatment thru which the sawdust is put changes the wood to cellulose elements.

SOY BEAN HAY and soy bean mixed hay representative grades were recently released by the hay, feed and seed division of the Bureau of Agricultural Economics. At a hearing at Montgomery, Ala., Nov. 2, on formulating the above grades, agronomists expressed themselves as believing this work would do much towards educating producers in selecting high production and high feeding value varieties.

Purdue University Bulletin No. 282, covering an experiment in feeding lambs with hay, silage, shelled corn and supplements of soybeans, soybean oil meal, soybeans and a mineral mixture, and cottonseed meal, showed those fed soybeans thru the 80-day test gained 5 lbs., the largest amount of any.

## Cottonseed Meal Market.

Memphis, Tenn., Feb. 23.—Cottonseed meal in irregular market closed the review period 5 cents up to 65 cents down on old crop months and 90 cents up on October. A tight situation as developed in February and the interest in the final outcome of this month is general. Open trades seem to be entirely between spot handlers selling on one side to protect mill purchases and buying on the other against sales to the trade.

It is felt that with the February position liquidated that the forward months may decline some further next week, but the prices of the future months are low enough to be attractive on a protein basis and are below a price on which mills are willing to sell their accumulated stocks. The cold weather of the past week has done much to encourage those bullish inclined but the weight of the actual will probably be felt during the next 60 days. Sales for the week, 5,700.—Memphis Merchants Exchange.

## Adulterations and Misbrandings.

Memphis (Tenn.) Cotton Oil Co. shipped 50 sacks of adulterated and misbranded cottonseed meal to Tucumcari, N. Mex., deficient in labeled protein content by 2½ per cent. On Dec. 17, 1927, costs and the execution of a good and sufficient bond, conditioned in part that the product be relabeled to show the true protein content.

## Definition of Milk Products for Feed.

Dried buttermilk feed is the product resulting from the removal of water from clean, sound buttermilk deprived of natural cream to which no foreign substances have been added, excepting such as are necessary and permitted in the manufacture of butter, says A. W. Clark in Composition and Cost of Commercial Feeding Stuffs in 1927, Bulletin No. 556, New York State Agricultural Experiment Station. It contains, all tolerances being allowed for, not more than 8% moisture and not more than 13% mineral matter.

Evaporated buttermilk feed, concentrated buttermilk feed, condensed buttermilk feed, states Mr. Clark, results from removal of considerable portion of water from buttermilk. All tolerances allowed, it contains not less than 27% total solids, not less than 2% butterfat, and not more than 14% ash for each per cent of solids.

Dried skim milk feed, while not defined, showed an average protein content of 33.6% and fat content of 1.2% in 18 samples analyzed by the New York State Department.

## Meet the Demand.

In addition to manufacturing poultry mashes and a dairy feed balancer the local mill is in a position to manufacture any formula suggested.—Evansville (Wisc.) Review.

The above paragraph, taken from a recent issue of a country newspaper, refers to the installation of a feed mixer by the Evansville Feed & Fuel Co., reported in a previous issue of the Journal. The company was already equipped with a grinder. L. B. Cummings, part owner of the mill, further commented:

"It has been proven that the shovel method of mixing feed does not insure a thoro and uniform mix. A uniform mix is necessary for all classes of livestock, especially chickens, because of the comparatively small amount they eat.

"We had planned installation of a mixer for some time and are supplied with tried and proven formulas, some of which equal high grade commercial feeds; some of which have been worked out thru the co-operation of the College of Agriculture at the University of Wisconsin."

The point is that Mr. Cummings prepared himself to meet a demand and got in on the ground floor. Educational programs for the past several years have promoted the practice of working out individual formulas to meet local needs and farmers are anxious to have these formulas prepared near home where they can buy the ingredients and have the mix made under their eyes. Some go a step farther and try to do the mixing themselves, but their experiences soon take them back to the local feed grinder and mixer. As Mr. Cummings says, the shovel method is neither thoro nor uniform.

Further, many of them have pet theories and formulas which can only be gratified by the local grinder and mixer. The local elevator man is the logical one to install this machinery.

## J. P. PARKS MILL FEEDS

Dried Buttermilk—Linseed & Cottonseed Meal  
Brokerage Exclusively  
400 New England Bldg. Kansas City, Mo.  
327 So. La Salle St., Chicago, Ill.

## HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.  
Grain, Screenings, Mill Oats  
GROUND FEEDS  
Straight Cars Mixed Cars  
Operating HIAWATHA MILL

## STANDARD COMMISSION CO.

BROKERS  
Grain, Mill Feed, Mixed Feed Ingredients  
EXCHANGE BUILDING MEMPHIS

## FAIRMONT'S

## Pure Flake Buttermilk

9 Large Plants  
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.  
OMAHA, NEBRASKA

## "Feeds and Feeding"

ILLUSTRATED  
19th Edition

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

Grain Dealers Journal  
309 S. La Salle St., Chicago, Ill.

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NEW or SECOND-HAND NEW ORLEANS  
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SAVANNAH  
BAGGERS

## Feed Grinder

BURGESS, ILL.—Frank Cole is erecting a new feed mill here.

ALTA, IA.—Paulson & Son have built an addition to their feed grinding plant.

LOUISVILLE, O.—A hammer mill has been installed in the local mill of Walter Schneider.

ABERNATHY, TEX.—The feed grinding capacity of the Rea Milling Co. has been enlarged and equipped to do local work.

HANOVER, PA.—M. G. Utz has purchased Levi Myers' midget mill and will add a feed grinding mill to its present facilities.

SCHLESWIG, IA.—A feed mill has been installed by Will Abbe and J. H. Spahn, who are operating it as the Schleswig Milling Co.

ALTON, ILL.—An oil heater started a fire in the plant of the Alton Feed Co. on Feb. 12, but the blaze was quickly brought under control and damage was slight.

NEW DOVER, O.—All stock in the Kemp-Gerber Co., formerly known as the Immel Feed & Milling Co., have been purchased by D. W. Gerber, who is now in sole control.

BYRON, ILL.—Paul Newcomer has bought the feed mill formerly operated by the Byron Stock Feeding & Manufacturing Co. and took possession shortly after the middle of the month. He will operate under the name of Newcomer's Feed Mill.

ELIZABETHTON, TENN.—Dr. J. C. Bowers' old Monarch mill has been rented to a Mr. McCorkle, who has installed a J. B. Hammer Mill and begun grinding feeds, principally poultry feeds. He also proposes to make his own bone meal.

SUGAR GROVE, ILL.—The Kane County Milling Co. has installed a feed manufacturing unit.

MCKENZIE, TENN.—An early start on construction of a 23x100 ft. warehouse and feed grinding plant for R. McAdams and Virgil Ellis, local business men, is expected. Construction will be of brick.

AMHERST, N. Y.—The feed mill of Geo. Griser was destroyed by fire early this month. Water supplies were insufficient to enable firemen to check the blaze. Loss was \$15,000, partially covered by insurance.

### New Trade Marks for Feedstuffs.

WINONA, MINN.—Interstate Packing Co. has filed trade mark No. 275,900 for hog feed. The mark consists of the representation of a boar and the words "Big Tom."

CHICAGO, ILL.—Norris Grain Co. has filed trade mark No. 255,861 for oats used for stock feed. It is simply the hand lettered word "Daisy," enclosed in quotation marks.

KANSAS CITY, MO.—"Tarkio" printed in large open-face, capital letters, is trade mark No. 252,863, for molasses feed, sugar cottonseed feed, hog meal, pig meal and dairy feed.

EL CAMPO, TEX.—The El Campo Rice Milling Co. has filed several forms of its trade mark under Nos. 274,873-4-5-6 and 275,424 for mixed feed for livestock and poultry. The first three of these consist essentially of two circles drawn one within the other and on the band thus created is printed combinations of the word "Elco" with "Shortola," "Alfaifa Lass," "Branlo;" the remaining two trade marks are drawn essentially the same way except that the band is painted black and the inclosed white portion bears the words "Bran Polass," and "Bran Lass."

### Eastern Federation of Feed Merchants at Binghamton.

The Mid-Winter meeting of the Eastern Federation of Feed Merchants was held in the Spanish Ballroom of the Arlington Hotel, Binghamton, N. Y., on Feb. 21-22. Due to the illness of President W. S. Van Derzee, the vice-president, A. J. Thompson, Wycombe, Pa., presided. Approximately 200 were present.

The program was of most constructive nature, and helped delegates to a better understanding of efforts being made in their behalf. One of the big features of the convention was the final liquidation of a large debt that has been weighing heavily on the shoulders of the directorate, a splendid tribute to the untiring efforts of Sec'y W. A. Stannard.

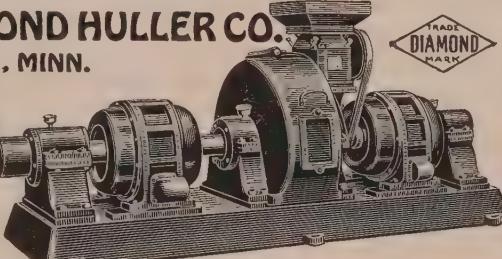
Routine business absorbed a majority of the time set for the morning program, concluding with the appointment of C. K. Conklin, Warwick, N. Y., chairman of the Resolutions Com'ite, and F. M. McIntyre, Potsdam, N. Y., chairman of the Membership Com'ite. The membership com'ite was instructed to prepare a campaign for new members to be laid before the convention.

The directors of the organization had previously decided to apply for membership in the United States Chamber of Commerce, to which the delegates assented. Mr. McIntyre of Potsdam, president of the St. Lawrence County Feed Dealers Ass'n, requested the privilege of paying the \$30 membership fees, which was granted him.

L. S. REFORD, Auburn, N. Y., discussed at length the effect of the present egg grading law on feed consumption in that section. A resolution was adopted requesting changes in the state laws to the effect that "storage" eggs be marked as such, and "fresh" eggs also be so designated, and both graded according to the standards already in existence, but also differentiated as, "storage" or "fresh." The "Unclassified" grade was recommended eliminated.

**DIAMOND HULLER CO.**  
WINONA, MINN.

Minneapolis  
Omaha  
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Ask for our large, illustrated Catalog and complete descriptions of Diamond Mills

## CAN FIVE THOUSAND Diamond Mill Owners be Wrong?

Not when this vast army of Diamond Mill Owners are operating their mills with profit day in and year out, attesting to the lasting qualities, and superiority of the product. Many Diamond Ball Bearing Attrition Mills are in daily use after thirty years of service.

It pays to buy a "DIAMOND".

**DIAMOND MILLS** have a  
Distinguished Service Record

## What's Wanted?

The quickest way to supply your needs is to tell your wants to a sympathetic audience.

The "Wanted and For Sale" pages of the GRAIN DEALERS JOURNAL affords the largest and best medium to make your wants known.

Read what satisfied customers say:

"It pays to advertise in the GRAIN DEALERS JOURNAL. We have had several desirable replies to our Help Wanted ad."—Bloomington Mills, Bloomington, Ill.

"You need not insert our ad. again as we have found a boiler."—Hoerner Elev. & Mills Co., Lawrenceville, Ills.

"We have secured all the help we need from our adv. in the JOURNAL. We have probably received 40 or 50 replies, and are much pleased with results."—Clovis Mill & Eltr. Co., Clovis, N. M.

The charge for such announcements is small—only 25c per type line. Try them. Supply your needs quickly.

**Grain Dealers Journal**

309 So. La Salle St.

CHICAGO, ILLS.

nated. At present the western egg producer is able to "bootleg" storage eggs into that section in competition with those produced by the natives of the state. If the above changes are adopted, egg production and consequently feed consumption will be materially increased.

R. W. TITUS, Binghamton, spoke at length on the evils of the credit situation. The essence of his message was not to let credit get too old before attempting collection, and of discrimination and using more and better judgment in the extension of credit.

THE AFTERNOON SESSION started off with the reading of two valuable suggestions offered by Stanley Watson of the S. Howes Co., Silver Creek, N. Y., and Chas. Struven, fish meal dealer of Baltimore, Md., which were: that all machinery, feed and grain salesmen solicit memberships of \$20 and \$5 for the radio broadcasting fund, four points credit to be given for every membership and one point for each subscription to the publicity fund, with a most valuable prize to be given at the summer meeting to the one obtaining the most members. Mr. Struven tendered four prizes to go to members getting new members before the summer, three prizes to be exceedingly worth while, and the booby prize of a bottle of catsup (catch-up). Both appreciated suggestions were accepted.

DAVID K. STEENBERGH, Milwaukee, Wis., Sec'y of the Central Retail Feed Dealers Ass'n, spoke on "Profitable Advertising for the Retail Feed Merchant," emphasized the fact that anyone who can write a sales letter can write an ad. "When writing an ad, think of what you would say in attempting to sell a customer, write it down and there's your ad." He concluded with the description of a highly successful advertising and merchandising system employed to advantage by a line-store company in Wisconsin.

A discussion of advertising plans and prob-

lems concluded the afternoon's session, Mr. Steenbergh answering questions asked on the subject. Among those who described the type of advertising they were doing were: C. E. Kiff, Delhi, N. Y.; A. J. Philips, The McMillen Co., Fort Wayne, Ind.; Frank J. Young, Alden, N. Y.; H. C. Hildebrand, Schenectady, N. Y.; and Herbert Rapp, Darien, N. Y.

LIONEL TRUE, Springville, N. Y., showed a movie of all of the plants his company operates, that is the James H. Gray Milling Co., all of which are equipped with Sprout, Waldrön & Co.'s equipment, which was likewise shown.

THE BANQUET was arranged by Herbert J. Barndt, jobber of Binghamton. Samuel Deuel, Pine Plains, N. Y., was the able toastmaster. Approximately 200 enjoyed the festive event. A local humorist entertained.

ALEX McDONALD, Boston, Mass., President of the Grain Dealers National Ass'n, who was promoted for the berth of Sec'y of Agriculture at the meeting at Logansport, Ind., a year ago this month, by the Ancient Honorable Order of the Flea, all of which inspiration was derived from the trance created by the moonlight playing on the sycamores along the Wabash, denied that his hat was still in the ring for the federal position.

FRIDAY MORNING was devoted exclusively to the subject of the "Latest Development in Dairy Feeding."

F. B. MORRISON, Co-author of the text used by the trade, "Feeds and Feeding," Professor of Animal Husbandry, New York State Agricultural University, was the speaker, and dealt with protein, what percentage of protein should be fed, and what quality of protein is best. He expressed the personal opinion that some farmers were feeding too high protein mixtures, but that some other authorities disagreed with him.

Corn protein fed alone has an efficiency of only 23 per cent, but when corn protein is mixed fifty-fifty with linseed protein, the efficiency of the combination is 33 per cent.

Vitamins A, B, C, D and E were explained, why they are important in animal feeding, what ingredients they were found in and how they could be introduced into the rations for the animal.

A volley of questions kept Prof. Morrison busy until one.

RESOLUTIONS ADOPTED were: the expression of sympathy for the ailing Pres. Van Derzee; the egg law resolution; endorsement of the state's program of annual farm spring inventory, an attempt to induce farmers to make an annual inventory and give to their bankers to be used as a basis for all borrowing of credit from *only* the bank; a request to the extension division of the state departments of New York and New Jersey, and to the Farm Buros, to discontinue publishing price quotations on feeds and feedstuffs ingredients, in view of their coming out with their information some 30 days late; and a wholehearted expression of thanks to all those deserving same, including Gertrude Reich, of the Chicago office of the Arcady Farms Milling Co., who gave carnations to the men and roses to the women both days of the convention.

BUFFALO DELEGATES included: Max Cohn, Sunset Feed & Grain Co.; O. E. Auerbach, Consolidated Feed & Grain Co.; H. C. Elwood, Colonial Salt Co.; F. C. Breutker, Cereal By-Products Co.; A. J. Hubbell, Chase Bag Co.; E. W. Niles, Newsome Feed Co.; F. J. Schoenhart, Cargill Grain Co.; Fred Krueger, Pillsbury Flour Mills Co.; F. G. Pierce, Pierce Grain Co.; Edw. Schwab, Schwab Grain Co.; Mark Steele, Townsend-Ward Co.; Charlie Weydman, Eastern Grain, Mill & Elevator Co.

## The Monarch Ball Bearing Attrition Mill

Always the lowest power user per ton of all feed grinders—now takes less than ever before installed with the

### Pneumatic Collector and Sacker

Cool, fine continuous grinding of feedstuffs and maintenance charges lowered. We unhesitatingly guaranty it to do more grinding with the same power than any other feed grinder.

*Write for descriptive literature.*

**SPROUT, WALDRON & CO.**

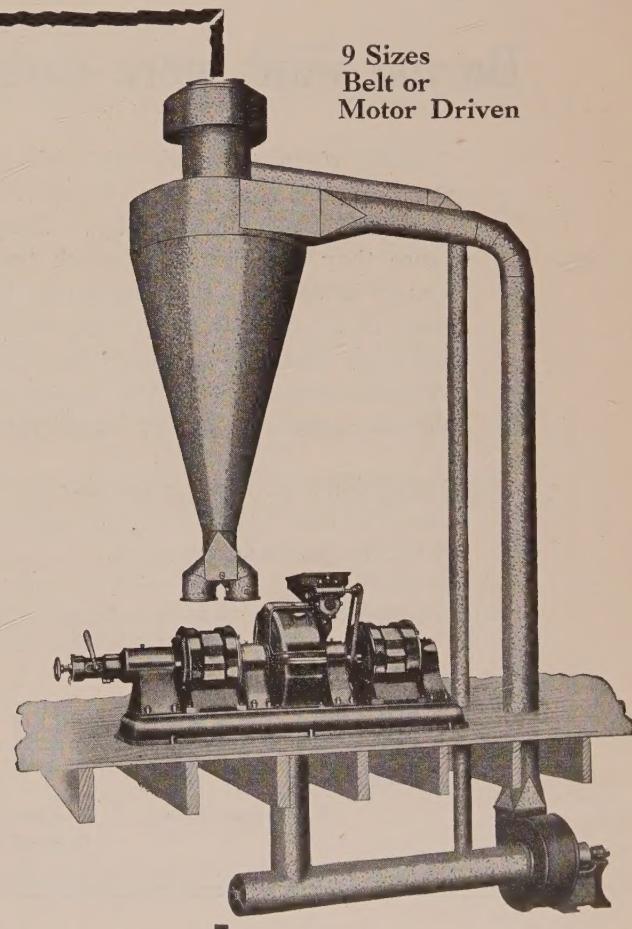
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*The Monarch Mill Builders*

Chicago Office: 9 So. Clinton St.

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# OF COURSE YOU HANDLE FEEDSTUFFS! BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.

## FEED GRINDERS

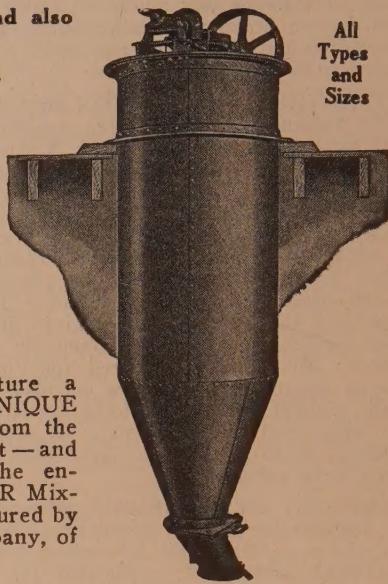
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



## FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small — the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and recently took over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.



Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

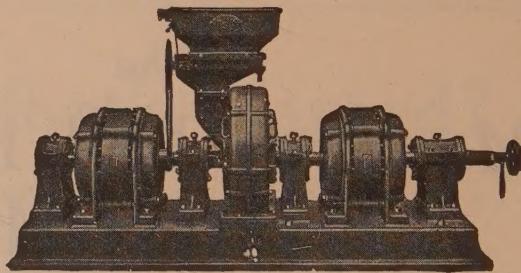
**ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA**  
CHICAGO OFFICE—222 W. ADAMS ST.

## Do you want more customers?

Many elevators equipped with Munson attrition mills report they are drawing trade from other elevators. Why? Simply because they can grind the stock their customers bring in as good or better than the other elevators with other types of grinders and do it in a lot less time. Saves the customer's time—adds to the capacity of the elevator—more profitable for all concerned.

But don't take our word for it. Let us send you descriptive literature and put you in touch with Munson users.

When may we hear from you?



Ask about our Corn Cutters and Grading and Crushers, etc. Our Engineering Department is at your service.

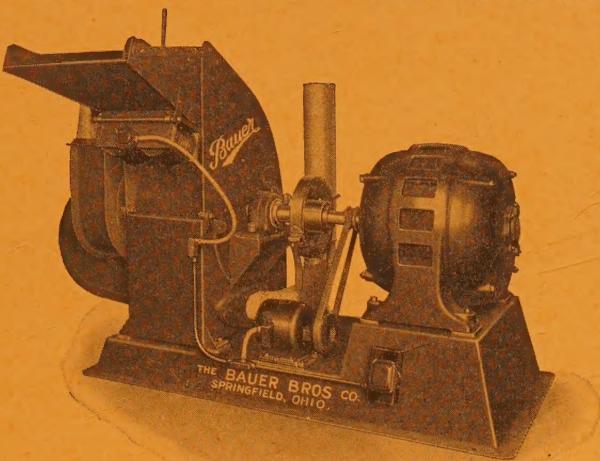
**MUNSON MILL MACHINERY COMPANY**  
Established 1825

UTICA, N. Y.

Representatives: F. J. Conrad, Cedar Rapids, Ia.; A. D. Hughes & Co., Wayland, Mich.  
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The GRAIN DEALERS JOURNAL.

"BAUER HAMMER MILLS"  
ALL STEEL WELDED SEAMS



Magnetic Separator and Brake Built In, Dustless Cyclone-Collector, Double Bagger, Screens, Screen Extractor, etc. Complete in every detail.

**MOTOR, BELT or TEX-ROPE DRIVE**

CATALOGUE NO. 108 DESCRIBES  
"BAUER" ATTRITION MILLS AND HAMMER MILLS  
WRITE FOR IT

**THE BAUER BROS. CO.**

SPRINGFIELD MANUFACTURERS

OHIO

## The HAINES FEED MIXER

*The Mix Is Always Visible*

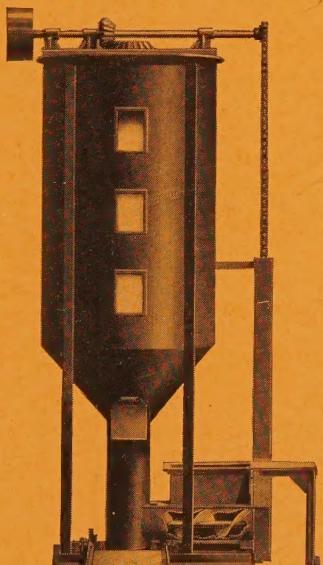
A self-contained unit shipped completely assembled ready for operation as soon as connected to power. No extra parts or elevators necessary. No millwright labor required. Easily set up or moved.

Manufactured in two sizes:

No. 1 Mixer capacity 50 cubic feet or 40 bushels.

No. 3 Mixer capacity 100 cubic feet or 80 bushels.

Either size furnished with pulley for belt drive or with electric motor and reduction gears for independent operation.



Send for Bulletin No. 15-G

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Marion, Ohio

WE WANT LIVE SALES REPRESENTATION IN  
OUR OPEN TERRITORIES

# WHO MAKES THE MONEY MAKING *Scratch Feed*

The past few years have seen a large growth in the demand for scratch feed.

This growth promises to continue and is an opportunity for scratch feed producers. It is one that should yield them constantly increasing profits.

These profits, however, will be greatest for those scratch feed producers who are able to hold down their cost of production as low as possible.

Scratch feed production costs are maintained at the minimum level by the *new* Wolf Rotary Cutter, Cleaner and Grader. This new rotary grain cutting machine makes it possible for you to secure from the scratch feed business the profit to which you are entitled!

**The New Wolf Rotary Cutter, Cleaner and Grader**

- produces the maximum amount of clean cut grain with the minimum amount of meal.
- it delivers the finished product in one operation.
- it uses less power
- its knives may be changed in a few minutes (not hours!)
- its knives never require adjusting after sharpening
- it provides true shearing action
- its price is low; its value high

You can make money making scratch feed with the new Wolf Rotary Cutter, Cleaner and Grader.

*Write for complete information. Use the coupon below.*

**THE WOLF COMPANY**

65 COMMERCE STREET, CHAMBERSBURG, PA.

Offices in Chicago, Minneapolis, Kansas City and Oklahoma City

Representatives Throughout the United States

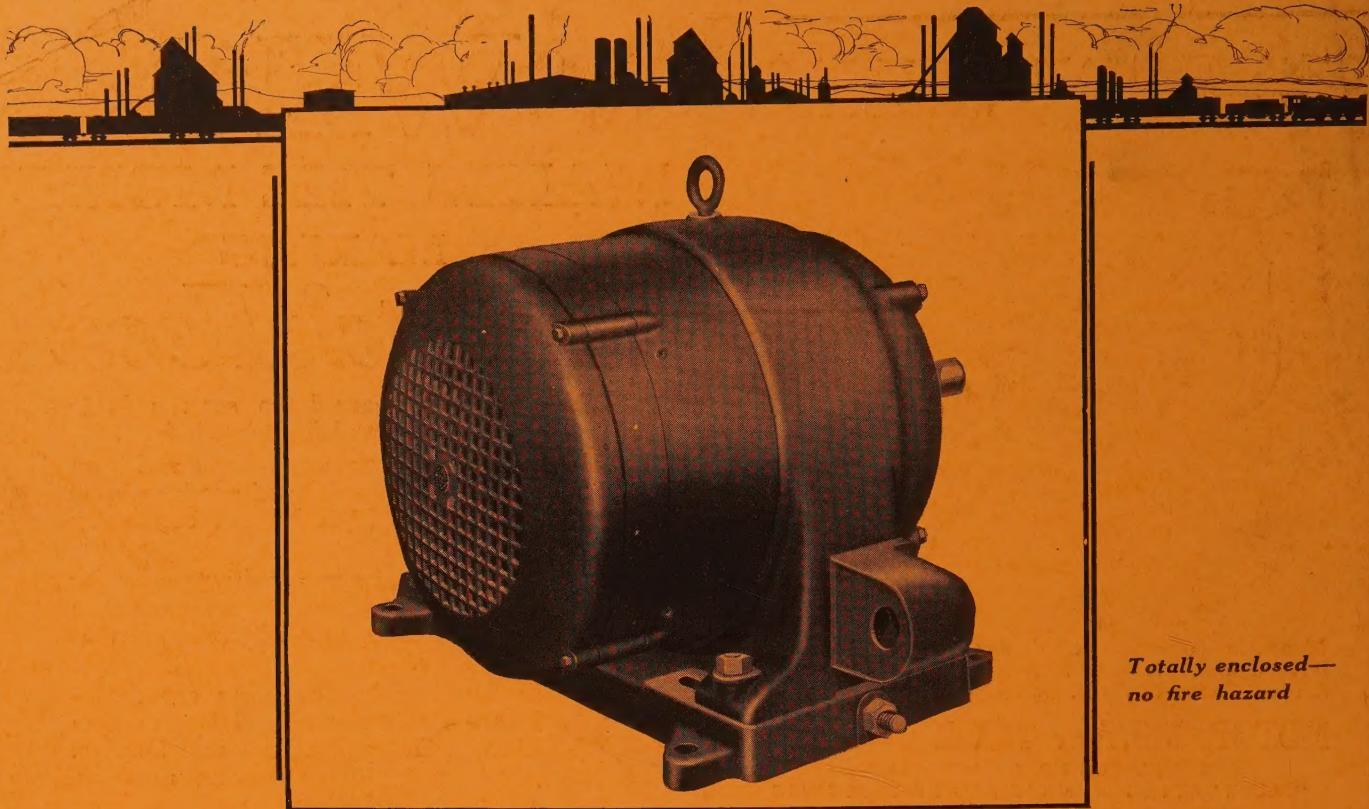
THE WOLF COMPANY,  
65 Commerce Street, Chambersburg, Pa.  
I shall be glad to have you describe how the *new* Wolf Rotary Cutter, Cleaner and Grader will make money for me making scratch feed.

Name .....

Firm .....

Street .....

City ..... State .....



*Totally enclosed—  
no fire hazard*

## Self-Ventilating—Self-Cleaning *No piping!*

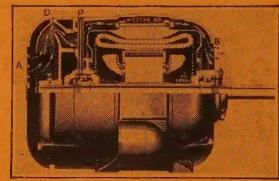
A standard motor with all the features that industry expects from Fairbanks-Morse—but now furnished in an all-enclosed, *self-ventilating type*.

On those jobs that formerly required breather and vent piping to the outside you can now install the F-M type "HAC" Motor with all the speed, convenience and economy of a standard open type motor application.

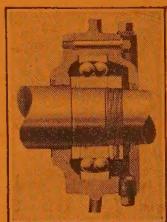
A specially designed fan pulls in air through the free end of the motor and expels all foreign particles. Clean air is then passed back through the ventilating spaces. The extra speed and economy of installation are secured without compromise to safety. Operating and maintenance men in every industry are acclaiming this motor as ideal for dirty and dusty drives.

Before you purchase your next enclosed motors be sure to get full information on this important Fairbanks-Morse contribution to the power problems of industry.

FAIRBANKS, MORSE & CO., Chicago  
Branches and Service Stations Covering Every State in the Union



A—Air inlet at free end of motor  
F—Specially designed fan which functions as an air cleaner  
D—Vent for foreign particles thrown out centrifugally by fan  
B—Clean air flows around winding shield and exhausts at opposite end of motor  
P—Plunger device for greasing ball bearing without removing fan guard or bearing arms



*Pioneer manufacturers of  
ball bearing motors*

# FAIRBANKS-MORSE MOTORS